

# THE ROTARIAN

The Magazine of Service

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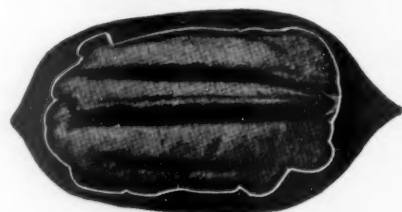
CHICAGO, U.S.A.

TWENTY CENTS

NOVEMBER, 1920.

# PECANS

*Extra Fancy*



*Paper Shell*

**Superb Brand**

*From the Famous Albany, Georgia, District*

Sold by us last year in every state in the Union and four foreign countries. Other nuts can be bought at any corner grocery store, and some varieties and grades of **pecans**, but not the kind you get from us.

You are tired of giving candy for presents; **pecans** are easy to obtain. Then why not give **pecans**? Cost less, appreciated more. You also know that candy containing nuts is the most expensive of all, and that you rarely find a pecan in candy, for they cost more than other nuts and are better.

Why not send us your order for the finest **pecans** in the world? Put up in neat, substantial wooden boxes.

**5 lbs. \$4.75    10 lbs. \$9.25    25, 50 and 100 lbs, at 90c lb.**

F. O. B. Albany, Georgia

**Superb Pecans** are of the best varieties, highest grades and are packed with care. We guarantee delivery, and also refund your money if for any reason they are not entirely satisfactory.

**Pecans** make excellent Christmas gifts and we can send them direct.

## YOUR GUARANTEE

You are placing your order *with us* with the distinct understanding that if for any reason the nuts are not entirely satisfactory you may return them and we pay all carrying charges and refund your money.

## Some of Our Other Products

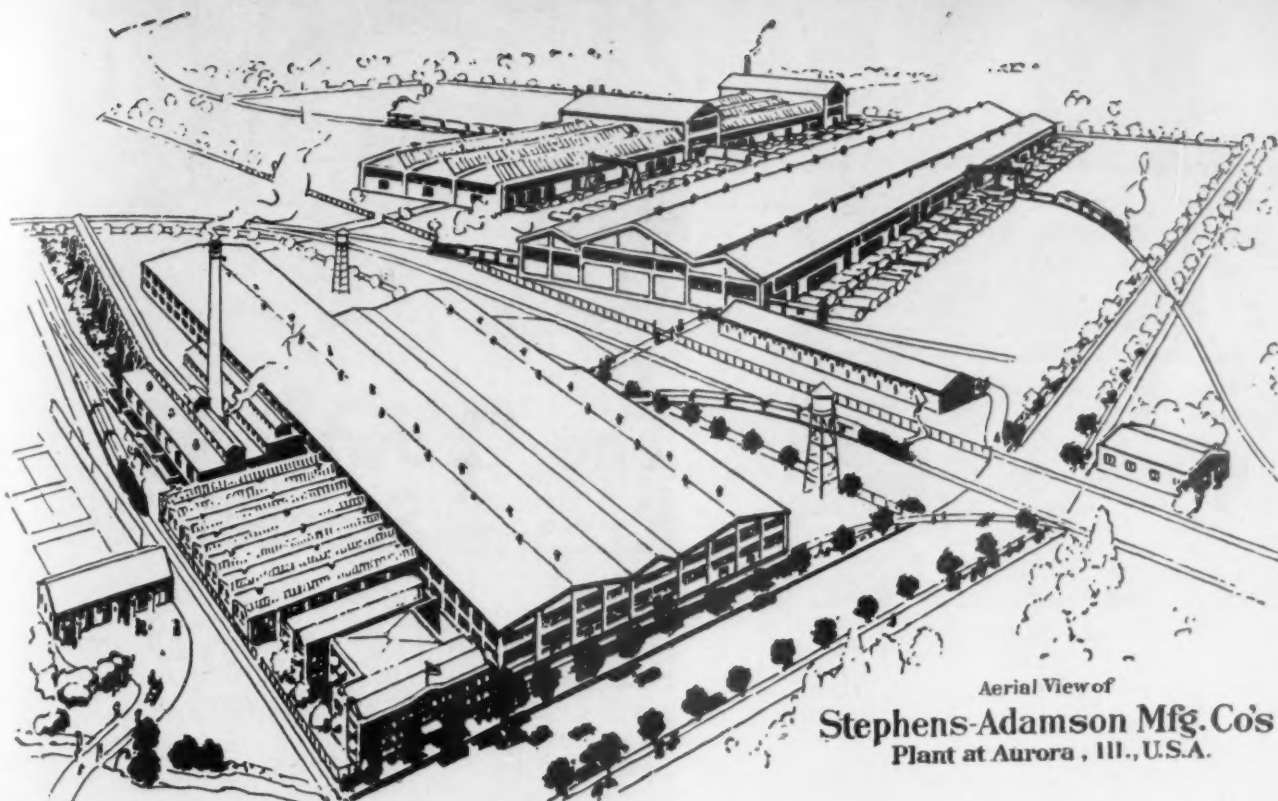
**Sweet Potatoes (Yams) Canned**—Packed 2 doz. number 3 cans to case; sold in lots of one case to carload.

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**Southern Edible Products Co., Albany, Ga.**

S. K. SIMON, Sales Manager



# KEWANEE Burns Any Fuel

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Golden Gem No. 1. "We now have no hesitation in laying in a supply of *any kind of coal we can get* because we know beyond a doubt that these Kewanee Boilers will burn it successfully."

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## KEWANEE BOILER COMPANY

KEWANEE, ILLINOIS

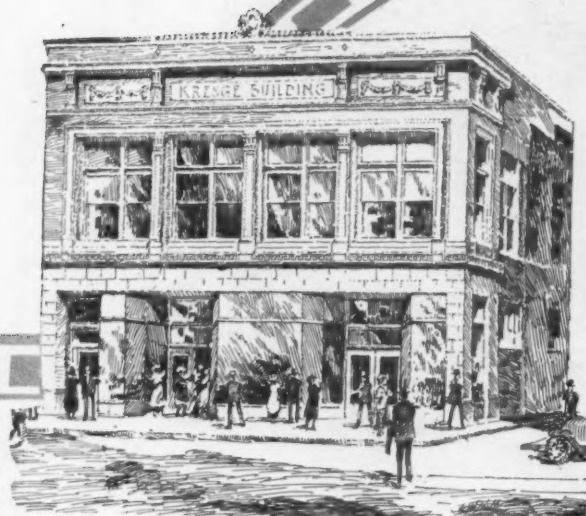
Steel Heating Boilers, Radiators, Tanks,  
Water Heating Garbage Burners

### Branch Offices:

CHICAGO Market and Washington Sts.	PITTSBURGH 945 Oliver Building
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**Springfield, Ohio**

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Kresge growth is the reward of Kresge service, for service alone provides the nourishment for growth.

The Kresge Company serves the public by placing at its disposal a vast national institution which offers countless necessary articles on a thrift and quality basis.

It serves still further by making more contented, healthy and efficient men and women out of its employees.

Its growth shows its success. Both reveal the measure of its service.

**S. S. KRESGE Stores**  
 5¢-10¢-15¢ Red Front      25¢-50¢-\$1.00 Green Front

**Kansas City, Mo.**

The Kresge Company is represented in Kansas City by two magnificent stores. The buildings are practically adjoining. One is a Red Front 5-10-15c store, the other a Green Front 25c-50c-\$1.00 store. Here, as elsewhere, every facility has been provided to further the health, contentment and well-being of Kresge employees.





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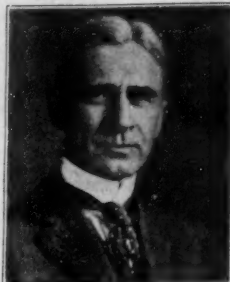
# The District Governors in Rotary for 1920-21



**FRED H. SEXTON**  
Halifax, N. S.  
Governor, First District



**FORREST J. PERKINS**  
Providence, R. I.  
Governor, Second District



**CHAS. LEE REYNOLDS**  
Newark, N. J.  
Governor, Third District



**H. G. STANTON**  
Toronto, Ont.  
Governor, Fourth District



**JOHN F. RUDISILL**  
York, Pa.  
Governor, Fifth District



**RICHARD ASPINALL**  
Buchannon, W. Va.  
Governor, Sixth District



**LEWIS W. FERRIN**  
Spartanburg, S. C.  
Governor, Seventh District



**WILBUR R. C. SMITH**  
Atlanta, Ga.  
Governor, Eighth District



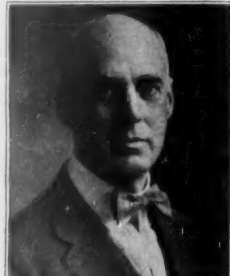
**RAY W. DAVIS**  
St. Joseph, Mich.  
Governor, Ninth District



**SAMUEL H. SQUIRE**  
Elyria, Ohio  
Governor, Tenth District



**WALTER E. PITTSFORD**  
Indianapolis, Ind.  
Governor,  
Eleventh District



**E. C. FISHER**  
Rock Island, Ill.  
Governor, Twelfth District



**CHAS. W. BAILEY**  
Clarksville, Tenn.  
Governor,  
Thirteenth District



**H. KEMP TONEY**  
Pine Bluff, Ark.  
Governor,  
Fourteenth District



**JAMES H. KAYE**  
Marquette, Mich.  
Governor,  
Fifteenth District



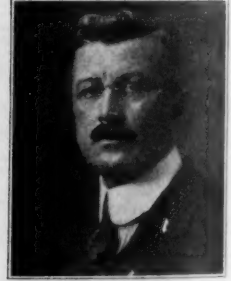
**WILLIAM COPPOCK**  
Council Bluffs, Iowa  
Governor,  
Sixteenth District



**EVERETT W. HILL**  
Shawnee, Okla.  
Governor,  
Seventeenth District



**H. J. LUTCHER STARK**  
Orange, Texas  
Governor,  
Eighteenth District



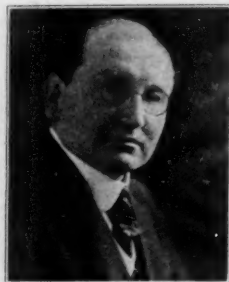
**JOHN E. DAVIES**  
Medicine Hat, Alta.  
Governor,  
Nineteenth District



**RALPH E. BRISTOL**  
Ogden, Utah  
Governor,  
Twentieth District



**B. F. SCRIBNER**  
Pueblo, Colo.  
Governor,  
Twenty-first District



**CHAS. E. COCHRAN**  
Portland, Ore.  
Governor,  
Twenty-second District



**LESLIE S. EVERTS**  
San Diego, Cal.  
Governor,  
Twenty-third District



**ALEXANDER WILKIE**  
Edinburgh, Scotland  
Governor,  
Twenty-fourth District



**YOUNG MEN** are fitter to invent than to judge; fitter for execution than for counsel; and fitter for new projects rather than settled business.

# The ROTARIAN

TITLE REGISTERED U.S. PATENT OFFICE

The Official Organ of The International Association of Rotary Clubs

## The Magazine of Service

**BE A PATTERN** to others, and then all will go well; for as a whole city is affected by the licentious passions and vices of great men, so it is likewise reformed by their moderation.

## Rotary—The Hope of the World

By Stewart C. McFarland

**A**ND it came to pass in those days that the Spirit of Good moved over the face of the waters of industry and commerce and breathed into the hearts of men the inspiration of a new hope and a larger consciousness.

And almost immediately there was a great awakening, and the Spirit of Good said, "Go now and start a movement that will deliver my people from the bondage of ignorance, prejudice, hatred and superstition.

And the people did as the Spirit commanded, and gathered together men from every vocation of life: in many cities gathered the men together in bands, until the movement spread to the four corners of the earth.

And they called these bands Rotary Clubs, after the manner of a wheel, which was always a sign to them to rotate among one another, and to remember one another in the hours of barter and toil.

The sign of the wheel taught them many things. As they beheld themselves only as spokes among many others, and dependent one upon another, they lost their boastings and vain gloriousness, and became filled with wisdom of heart.

And it came to pass as they became wise-hearted men, they were filled with the spirit of humility and gave to all men their due; neither did they tear down the work of any man, nor build up for themselves any graven image, for the manner of their living was a monument unto them to the end of time.

And the Spirit of Good blessed and multiplied them and gave them for an inheritance freedom from the bonds of hatred and prejudice to this day. Selah.



**T**HE world needs healing, up-building—redemption from competitive relations born of ignorance, prejudice, hatred and superstition. Rotary has in her ideals and principles the seed of the kingdom of heaven on earth—the seed that if sown in the hearts and minds of all peoples and tongues and races will be our salvation. Men everywhere deep down in the bottom of their hearts are honest,

they want to do the right and profitable thing when they are made to see the right. The law of self-preservation compels them. The solution lies in giving them the right vision. Rotary when comprehended gives them this vision. It gives them the vision of Confucius and the Man of Galilee—the vision of the Golden Rule in action—the vision of the workableness of the Sermon on the Mount. It gives them the vision that it is more blessed to give than to receive, that it is more profitable to serve than to be served—that as we serve we are served, as we love we are loved, as we give we get, as we hate we are hated, as we injure or defraud, we only injure or defraud ourselves.

**R**OTARY is a gift of God and is not the exclusive property of members of a Rotary Club. It is for all men who will embrace it. If we are true Rotarians we will not rest day nor night until all the world will share it. Ideals and principles are common property—common emotions. They are the fountains of life into which all men may plunge and be made whole and their healing properties are never diminished by a multitude. Rotary is predicated on human relations without regard to race, creed or nationality. It is a family of men and not a League of Nations. It is native to every human heart. It does not recognize national borders, race distinction nor creed lines. It is based on human action. The morning that the world will recog-

nize and embrace Rotary will be the dawn of a new ethical era. Men and nations will work for each and each for all. Wars will be as obsolete as the Pyramids of Egypt and race riots and labor strikes as foolish as a lovers' quarrel.

**Y**OU may call this a dream. It is a dream. But what are the achievements of today but the dreams of yesterday? Are we not now enjoying the dreams of yesterday and may we not in turn some day enjoy this dream?

**R**OTARY is the hope of the world and only as we—you and I—feed this hope will we be able to bring it to fruition. How can we foster it? Only as you and I administer our trust as Rotarians to that end. We must recognize that Rotary is something bigger than ourselves—something bigger than our Association and that if we are to give a good account of our stewardship we will not hedge it about with national, creedal or racial boundaries. We will lift it to the realm of humanity. We will endeavor to give it to all men. Our duty then is clear. We have tasted its fruit and found it to be good and it is only natural for us to presume that what is good for us is good for all. How to give it to the world then, should be our chief concern. We have only one medium of expression and that medium lies thru the channels of our business relations and the business relations of Rotarians touch almost every quarter of the globe. As individuals then and as an Association it is possible so to inoculate the whole fabric of the world's society that eventually our ideals and principles of service and understanding will reach all men.

**T**HIS is our hope and when we say that Rotary is the hope of the world we mean that the world thru the avenues of mutual understanding and co-operation will be brought to a right relation—to a relation of product-



iveness that will insure a larger measure of happiness for all mankind. It would be presumptuous as members of Rotary to arrogate to ourselves this hope. We are only the exponents, the harbinger of this hope. We are only the voice in the wilderness of the present bewilderment. This hope and these ideals and principles by any other name than Rotary will help the world as much. We are only one of the many articulate voices of this hope. We may, perhaps, guard the Ark of the Covenant more jealously than others, but we are not the sole custodians. We are only one of the willing torchbearers of the truth that is to be—of the things we believe will eventually come to pass.

**O**UR manifest duty as Rotarians is to give expression to this hope in our lives, to live it individually, and as an Association not to circumscribe our work too much by entering into this, that or the other activity. We can not foster this hope by turning over the machinery of

our organization to eleemosynary purposes, worthy as they may be. There are many worthy causes that Rotary would like to espouse but which she can not if she is to fulfill her mission. My one despair of Rotary is that her back will become too heavily laden with eleemosynary activities to reach the port of her dreams.

**I**N trimming our sails for the silent deep of the future, let us keep in mind the port of our hope—the hope that Rotary will become the salvation of the world. Let us not be too wise in our own conceit. Let us not call ourselves God's chosen people. We are only infinitesimal atoms in the great scheme, but infinitesimal tho we be, let us be healthy, vibrant, enthusiastic and dynamic centers and units. In true humility let us consider ourselves and our great cause a means to a glorious resurrection and life, but not the be-all and end-all of that life. Let us rather feel that because much of the truth of life has been revealed to us more is expected of us and thus make our destiny secure.

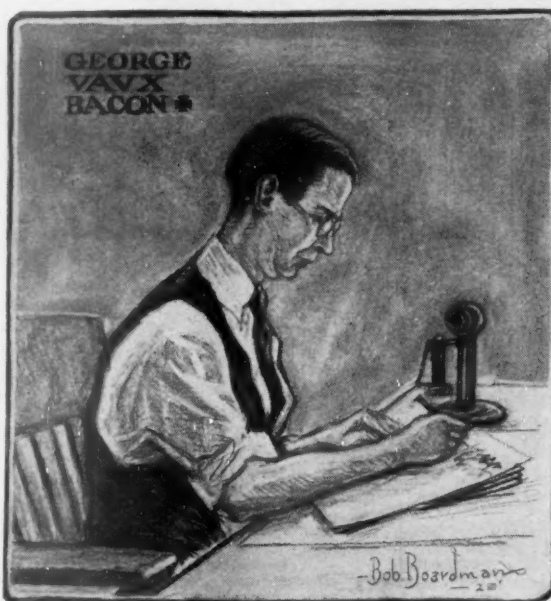
## “Faithfully Yours, the Managing Editor”

**B**ORN in that mighty metropolis of the West, Saint Paul, Minnesota, which, as everyone knows, so greatly outshines Minneapolis as to cause the latter city to be universally considered a suburb, George V. Bacon, the new Managing Editor of *THE ROTARIAN*, became a citizen of the great Scandinavian commonwealth northwest of Chicago at 11:45 p. m., April 30, 1888.

**H**IS early interests consisted of skiing, skating, tobogganing, a good appetite and a very praiseworthy hatred of mathematics. At the age of nine he attended a public school in Saint Paul and was once reprimanded by the principal for hitting teacher with a spitball from the last seat in the classroom, a distance of about thirty yards. This splendid feat of marksmanship made him a leader among his fellows.

**A**T THE opening of the Spanish War, his father was commissioned captain of Company I, Fourteenth Minnesota Volunteers, and the same year our hero was sent to Loyola College, Montreal, where he added hockey, snowshoeing and great accuracy with an iced snowball, to his accomplishments.

**F**ROM Montreal he went to St. Mary's College, Pottowattomie County, Kansas, where he graduated at the tail of his class in mathematics in 1907. Thence he entered the real estate field in Gary, Indiana, and made a classic fizzle of it. He then got a “position” as cub reporter on *The Cleveland Press*. This exalted post, which paid him \$12 every seventh day, he resigned to go home and ride around in a new red automobile his father had purchased. When his father made him responsible for his own repair bills, he re-entered the realm of newspaperdom on *The Chicago Evening Post*, which he left for the *United Press Associations*. From this latter position he was summarily fired for having more imagination than a respectable telegraph editor ought to possess, and earned his living by writing short stories and verses for *Adventure*, *The Red Book* and the *Smart Set*, until Ray Long made him New York Editorial Representative of the *Red*, *Blue* and *Green Book Magazines*.



**H**E LEFT the Red Book Corporation to go to the Far East on a newspaper enterprise which did not succeed, and, returning to New York, was press agent and advance manager for a number of dramatic and photoplay productions, make-up man for *Photoplay Magazine*, and was finally gobbled up by the Butterick Publishing Company and became Manager of the Blue List Subscription Department for *The Delineator* in Chicago. This position he left to succeed Philip R. Kellar as Managing Editor of *THE ROTARIAN* in March of this year.

**H**E HAS been in Great Britain, Ireland, Canada, the Netherlands, Japan and New Jersey as well as the United States. In complexion, he is dark, but

scholarly, as he can swear fluently in seven languages: is not particularly handsome, but has a way with him. He belongs to a celebrated family whose most remote known ancestor was a distinguished and successful pirate residing on the coast of Norfolk, England.

**B**LOOD pressure, 120; pulse, normal; height, five feet seven inches and a half; weight, 124 pounds—slim, but wiry; favorite flower, the juniper; favorite author, Gilbert Keith Chesterton; favorite saying, “Nothing doing, the magazine’s made up.”

**H**E IS the husband of a handsome brunette, the father of a beautiful blue-eyed baby girl named Peggy, and a contributor under the initials G. V. B. to *B. L. T.’s Line o’ Type* in *The Chicago Tribune*. His wife before her marriage was Miss Marguerite Carlin of Spokane, Washington.

—®—  
“I say it with reverence; there was in that shattering Personality a thread that must be called shyness. There was something that He hid from all men when He went up a mountain to pray. There was something that He covered constantly by abrupt silence or impetuous isolation. There was some one thing that was too great for God to show us when He walked upon our earth; and I have sometimes fancied that it was His mirth.”—Chesterton.

# FATHERS AND

Mary Rieder



# DAUGHTERS

Boardman



**I**T is said that you can reach a man's head and heart thru his stomach. On this theory numerous banquets and entertainments at which "eats" are the predominating feature are being heralded and staged thruout the land in an effort to bring fathers to a realization of their responsibility to their sons. Much is being written on the subject of father and son, mother and son, and mother and daughter. It has occurred to but a few that the father has any other than a material interest in his daughter. The moral and religious responsibility for the daughter in modern life has been relegated solely to the mother. She is blamed or credited with whatever faults or virtues a daughter may possess.

**M**OTHER-LOVE has, and always will, play a leading part in family life. A man, as a husband, loves his wife and as a father, his daughter; but it is not the same as the love of a mother. Mother love is true love of service without reward; no sacrifice is too great; it is pleasure for a mother to serve the child she loves. It is true "Service Above Self." She is the confidante of the daughter, the willing slave of the son. But mother cannot bear the whole burden; father must play his part in home life and co-operate in bringing up the family as God intended he should. Theodore Roosevelt said that the relationship of man and woman is the fundamental relationship that stands at the base of the whole social structure.

**I**N the early days practically all necessary articles used were made in the home by hand; this formed a center of interest and the forced comradeship resulted in a close family relationship. Today everything is factory-made. Modern life, with its artificial rush and commercial struggle for existence, is the main cause of lack of family interest. Another contributing cause is that few people are able to own their own homes and are forced to live in flats and rented houses. But this condition does not excuse the average father. Tho it is the duty of every man to provide for his own, the man who is regarded by his daughter as only the financial asset of the family, is a failure. The modern daughter is too much encouraged to hold the idea that "nobody works but father" and that all she needs to know of housekeeping is how to use the can-opener and turn on the gas. Many a father comes to regard his daughter as a sort of liability which he hopes in time to shift on to some unsuspecting victim by having her united in the holy bonds of matter-o'-money (in earlier English termed "matrimony"). He will even condone the young man's lax morals to clinch the bargain and relieve himself of the burden of his daughter's keep. Who is to blame for this state of affairs?

**E**VERY true-blooded American father loves his daughter, and, unlike the Chinese, who believe that girls are sent as a curse, is proud of her. Woman is the finer side of man. She keeps before him the higher ideals of right and wrong in a man-made world, which, left to man alone, would become coarse and degrading. Consider the Jewish people. Their men are subject to persecution and physical struggles against influences that threaten disaster to the race; but the loyalty, strength, tenacity and home-loving qualities of their women have kept them together for centuries and

made them a race which, tho without a country, plays a world-wide part in the progress of the day.

**H**OW is the father going to take his share of responsibility in his daughter? He must place home life above self. A man's true character is not judged by his business or public life. He may be a religious zealot, keeping all the rules of his church; he may be a Rotarian who leads in public affairs; he may be a power in the financial world; but if his entrance into the household creates a hush, and his children greet his coming with fear and trembling, and his harping criticism, growl, or bad liver, at the table is a signal for quiet, he is a false citizen. The father, whether poor or rich, whose children rush to greet him and shout with delight at his coming, and confide their child-like secrets in him, is a true father in whom the Lord taketh delight. Next, but not less important, he must have his daughter's confidence. Confidence is trust that money cannot buy in home life; it plays a large part even in the cold commercial world. The man who has the confidence of his daughter is greater than a king. The father who laughs with his daughter, at little jokes or happenings, or praises her for good records in school, or for helping mother do an unusual task, is sure of the confidence of his daughter. Petty scoldings and constant fault finding at table is a destroyer of confidence. The father or mother who makes light of a confidence told in secret and brings it up for open discussion at the table, is destroying the confidence of the daughter. To gain the confidence of his daughter he must always be ready for her; never put her off, or say, "I haven't time now, some other time will do." Disinterest is sure to kill the natural tendency of a girl to confide in her father. He who has gained the confidence of his daughter has gained a choice treasure, far above rubies or fine gold.

**P**SYCHOLOGISTS tell us that our lives are subconscious imitations of those we admire. This is especially noticeable in children. At an early age they commence to imitate the language and actions of their elders, and naturally take their parents as criteria in everything. The average daughter, rightly raised, looks to her father as a model of all men. How many times do we hear children affectionately say, "My daddy can beat that," or "My daddy will fix it for me." The daughter, as she grows older, becomes a hero worshipper. She marvels at her dad's performance or little courtesies. The writer observes in juvenile court that in cases of girls going wrong or elopements and early marriages taking place, it is because the home environment is uncongenial, parents unsympathetic, all confidence lost. Girls are sometimes ashamed to entertain boy friends at their homes because of the parents' antagonism; they seek companionship elsewhere—at the movies, dance halls, or in auto rides with strangers. The lack of serious purpose in life, so evident in many of our girls today, is far more due to the poor example set by father than lack of precept from mother. Lack of purpose is lack of responsibility and lack of obedience. This is often more noticeable in an only child in a family, who many times learns in later life, to her sorrow, that the world will not stand for ideas which are selfish.

**E**VERY father is seriously concerned as to his daughter's future happiness. He is seriously concerned as to the companions she is choosing. The father, by his little cour-



tesies in home life and the companionship and affection he shows, is helping to set a standard for his daughter in choosing her friends. She will be far more able to choose right friends if her father is an example of true worth. By his confidence and example he instils into her mind the ideal of the person she will choose for her life companion.

**C**OMPANIONSHIP begets companionship. What father is not proud to walk on the street with his daughter who is blossoming into womanhood? If, at that age, the daughter still respects her father and enjoys his companionship and trust, the world can rightly conclude that that man has kept faith with his daughter, himself and God. Many girls, who have never known a father, or whose father has meant only a person to avoid as much as possible, look with envy on the girl who has a kind and sympathetic father to go to for protection and guidance at all times. If fathers but knew how happy their daughters would be to have their companionship and advice, they would not hesitate long to bring about this ideal relationship.

**T**HE man who feels no responsibility for the moral and religious training of his daughter is unfitted to occupy the sacred relationship of a father. The man who allows business to absorb his whole being and neglects his family life is sowing the seed of family unhappiness and he will reap the whirlwind of remorse in old age. The father must learn that a daughter's education begins a hundred years before her birth, and whatsoever responsibility he takes now is adding that much to the strength of future generations. The daughter is the future homemaker of the race. No nation or state will ever rise above its women and the homes that compose it. The home is the place for training, the school the place for instruction, and upon the father, as the head of the family, develops the first responsibility.

**R**ELIGIOUS training is character training. By religious training is meant something broader and deeper than the incidental differences of our creeds. It recognizes re-

ligion as a force that stimulates the will and gives inspiration. Church attendance inspires religion. What is more inspiring than to see father at church with the entire family? Practice of religion builds character that lasts thru life. The father should realize that the grace of God is greater than all environment and heredity. Religious teaching instilled by the father who realizes his responsibilities will help to make home life ideal. When our mothers were girls, woman's horizon was bounded on one side by the frying pan, on another side by the cradle, on the third side by church attendance, while on the fourth side she pointed with pride to the husband who embodied the moral virtues and made them the rule and guide of the family. Too many fathers today keep their religion as they do their umbrellas, for a stormy day. They think it a convenient thing to have when the physician pronounces the case fatal, or when the Angel of Death is at the door. The real test of a man's religion is in the home.

**A**S THE twig is bent, so will the tree grow. It was Pope Pius who said, "Give me the child until it is eight years old and you may have it after that, if you can get it." Never has a greater truth been uttered. Lasting impressions are formed in early childhood, and the importance of moral and religious training during that period cannot be over-emphasized. Someone has wisely said that far more criminals are the products of family life—or lack of it—than of society-at-large. Whatever may be said of reforming our schools, churches, industries, politics—the beginning of our regeneration must be in the home. The father who today is neglecting his family life is writing the epitaph on the tombstone of the child who survives him. The home built on the solid rock of confidence, co-operation and sacrifice for others is the foundation of the nation. A nation's greatness depends on its respect to its women. It can rise no higher. Whatever responsibility a Rotarian, or a non-Rotarian, has to society, to business, to the community at large, the first and greatest is to his home.

## The Book of Ro Tary

**A**ND those who dwell in Ro Tary are of a keen perception, albeit they frolic betimes as becometh wise men, yet do they frivol never.

And those who dwell in Ro Tary are Argus-eyed and each eye searcheth out that which is for the general good of the Commonweal.

And there are dreamers of dreams in Ro Tary and there are also magicians who turn those dreams into glorious realities and in this manner are the eternal verities observed.

And they have laws in Ro Tary and these are their laws:

### I

Thou shalt not worship Money; but thou shalt hold it in high esteem lest in the midst of Assets thou art in Liabilities.

### II

Thou shalt remember that fair-dealing is thy chief stock in trade and when thou runnest out of fair dealing thou also runnest out of business.

### III

Thou shalt not kill the smile upon thy neighbor's face.

### IV

Thou shalt not covet thy neighbor's jitney, nor his talking machine, nor his wife's ability to brew unsanctified beer in their private catacombs, for he who findeth time

to covet is a loafer and he who loafeth hath discovered the pathway to Oblivion.

### V

Thou shalt not steal thy neighbor's thunder. Rather shalt thou manufacture thine own thunder, for the Heavens are wide and there is room therein for every Big Noise.

### VI

Thou shalt honor thy Name and thy Promissory Note that thy days may be long in the Land of Business.

### VII

Thou shalt remember the Lun Cheon Day and Keep it wholly in mind.

### VIII

Thou shalt not be a seeker after Easy Money, for he who seeketh Easy Money is a follower of the Will o' the Wisp which leadeth into the Swamp of Despond.

### IX

Thou shalt view thy services to thy Community as a pleasurable burden and thou shalt not find this burden heavy, neither shalt thou drop this burden until thine eyes are dimmed with age and thy body weary in well-doing.

### X

Thou shalt put thine own business first; but if thy Community calleth thee, then shalt thou make answer and say, "The first shall be last," and doing this thou shalt be a precept to thy neighbor and a lamp to his feet.

*Written by George V. Hobart for the Rotary Club of St. Augustine. Copyrighted.*





# The Vicious Circle

## —Concerning the Way In.

by  
R.E. Winter.



*A paper read before the Rotary Club of Liverpool.*



period will NOT return.

THE great industrial and commercial development of the past 150 years produced *real values* in character; necessary, sterling values in individualism which must never be wiped out by any future system, but the circumstances which produced these values will never be repeated. I think you will agree that in this sense there is no circle. The CAPITALISTIC SYSTEM—as it is now called—(I use the term without bias, for I am included in it) has produced *values in Men* (as distinct from its value in economics), application, energy, originality, a wonderful outlook on time, and space and mass. To you who live by these values their production is sufficient recommendation: a denial of them is a denial of all you think worth working for: you are satisfied that these values are along the true lines of evolution, and you think that while the system may stand careful adjustment, its repudiation would mean industrial and commercial death. But you know, also, that there is another view—a view which sees these character values of yours as being outbalanced by the practical effects of the system which denies a satisfactory life to the vast majority. You are reminded that Capitalism—in its present form at any rate, is only 150 or 200 years old. This established mode of life, in which you find yourself so comfortably working, is a mere experiment on the stage of civilisation.

IT is useless pointing out that its growth has been a long, slow one over ages. The fact is, that the blossom has now become sufficiently large and glaring enough in its color to fasten the attention of the whole Western civilisation upon it, and you may only find comfort in the thought that the bloom must fade in order that some fruit may abide.

THE great question now is not, how much money can you make; nor, how much money can your employees make; nor, how do the Board of Trade returns look; nor anything like that; but it is just whether you are using the directing, controlling forces of Nature, the resources of Mother Earth and the Culture of Men, so as to yield the utmost satisfaction to the human race. There is no room for any other question, this one is so ridiculously wide. Yet if you apply it you will find it contains something like an indictment. Not much room for the parasite! Not much room for the manipulator! Not much room for some of the little side lines we indulge in!

I HAVE had to work this wide perspective into this talk somehow. It is part of the scheme. I have kept in mind that Rotary has—or should have—a longer, broader view than the pot-house, or the works committee, or the Chamber of Commerce.

LET us now get to the details which unfortunately are far more prominent. The immediate trouble is that this present complexity of circumstances (wherein Labour compels a higher hiring-price only to find that even as he asks it, it has pushed the cost of living beyond it) looks like a process of asking, and receiving, and asking again—hence the idea of the circle. You imply the problem of the hen and the egg; and in doing so you put yourselves amongst the hypocrites.

WHAT constitutes the Life—the Dynamic—of this Capitalistic system of ours? There are two factors: the *Individualism*, of which I have been talking, and which I would liken to the brains of the system, and *Credit*, which by way of analogy, is the blood. Individualism and Credit—the first implies freedom to buy Material, Brains, and Labour in the most opportune way—the most astute, selfishly opportune way; also to sell or to withhold from selling in the same opportune way. Mark that—10,000 men and the resources of a great Company may be working, *not to distribute* the earth's produce amongst her progeny, but to *withhold it*, to manipulate it. It is a startling thought, one of those that our opponents put in the scale against all the foresight, brain work and inventiveness of the Individualist, and it takes down the pan with a devil of a thump.

THE second force is that of CREDIT. Credit is the means of development and acquisition. Credit is the true profit. No man runs his business with what he has in his pocket—at least if there are any such, I am not speaking of them today.

Labour demands hinge on Credit.

Prices hinge on Credit.

So do vicious circles.

So therefore does this discussion.

Now am I getting clear of the drift?

I HAVE mentioned Profit. I must at once get rid of the most notorious inmate of the vicious circle—namely, the Profiteer. Who is the Profiteer? He is just the most gorgeous, ensanguined petal on this lovely bloom of capitalism. Every business man is a profiteer, and has never had any other motive in his business life than profiteering. To make profit—much profit—not necessarily to show it, but to make it, so that his banker (and perhaps the world) may give him credit for it, is the only reason that he, that you and I, can have for being in business. Do Coats declare 100% dividend? Do Levers issue bonus shares to their shareholders? Does your wife pay 1/- for a bar of soap, and 6d. for a reel of cotton? That is successful

capitalism, and for a business man to say anything else, shows him to be not only a hypocrite but a liar.

NOW it is at this point that we are all inclined to go woolgathering; we get sentimental. Allow me to do so for a minute. When you realise, as you undoubtedly do, that this conduct causes a clash in your inner conscience between what you are pleased to call your higher self and your business, which you know ought to be your highest self because it is nine-tenths of yourself, I say you realise like some primitive religious mind that there is both a God and a Devil within you. You don't express it like that, but you suggest a change of spirit.

I SAY that this is empty, futile talk. Moreover, it can't be done. I do not say that you cannot redirect your inner perceptions. God knows that is most what we need to do, but I am saying that if the Devil is your banker, you cannot buy and sell for God. If by a change of spirit is meant an altruism in which the employer shall genuinely seek the welfare of his workmen and the benefit of his customers, then it has no place in the present industrial system, and is economically suicidal.

THINK it out for yourselves. It means a rapidly intensifying set of circumstances wherein—

The cost of working increase.

The profits on the balance sheet decrease.

The assets depreciate.

The shares fall in value.

And credit at the bank is increased in its rate and ultimately refused altogether.

THIS change of heart idea—apart from the pure benevolence of its intention—has but one good aspect—namely, this: that if it were carried out suddenly and universally, the capitalistic system would lie in a heap of ruins on the morrow, and we should be saved all the trouble of finding a way out.

IS there a way out? I think there is. I am not prepared to map out the whole road, partly because it is a long road, and mainly because I am not a wholly competent guide. I will, however, indicate the direction in which you must, sooner or later, look. *The only safe road towards a better economical system with better all round results lies along the lines of redirecting Credit.* Let us look again at Credit. It is a banker's subject, for it is a banker's living, but there is nothing Orientally mysterious about it, and bankers are not supermen. Some are said to be simple and childlike. When a Bank issues Credit, it issues Purchasing Power. If it issues credit to your competitor and refuses credit to you, the price of the materials you are seeking becomes, for you, prohibitive. You automatically cease to compete. Your competitor approaches one degree nearer to a state of monopoly. That is clear enough. When your competitor sells his wares, he will charge the buyers with the cost of that Credit. (7½% shall we say.) He will also charge them with a profit which will not only cover the cost of his living, but which will provide a basis for a future credit. That also is clear enough. Still further—if the process of distribution is carried on through merchants and middlemen, these merchants will raise Credit covering the period of temporary ownership. Thus the goods pass in large or small lots through the hands—or rather through the bank books of several middlemen, and at each stage the cost of production submits to the addition of present and future rates of Credit.

So that the normal circumstances attaching to Credit are these:—

That an issue tends to increase prices.

That a restriction must increase prices.

That an increased rate must increase prices.

That an increased rate, or a partial restriction has a cumulative effect in increasing prices, because increased profits must be assured as a basis for credit in the future.

REMEMBER the basis of the argument, which is that *credit issue means increased power to purchase. Increased power to purchase means (whether it is a matter of motor cars or daily bread) an increased cost of living.* To-day, the circumstances are far from normal. The Government has a comparative monopoly of credit. First it borrowed from you, and as individuals, you negotiated a private overdraft on the bank, then it went to the Banks direct, and borrowed their vast credit as commercial concerns. (They are commercial concerns, you know. They buy and sell credit—"a thing of character and imagination"). Then it taxed you—Excess Profits Duty and so on—took it from you, openly and unashamed. Lastly, it mortgaged its own self by the creation of almost unlimited credit at the Bank of England. From first to last Credit, i.e., Purchasing Power, was issued on an overwhelming scale, making figures and money almost meaningless; making your puny competitive purchasing power insignificant.

WHAT became of this vast purchasing power? Was it used to get you to make machinery that would turn wheat into bread, trees into furniture, clay into houses? No. It was used for War—to destroy the rest of the world's credit and itself to be destroyed. It is a strange aspect of war this; a handful of men calling themselves a Government, borrow or take all the accumulated surplus value of the labours of the past two or three generations and put it into the fire; then they take the life earnings of this generation; then they pledge the surplus value of your children's work for five or ten generations ahead—all into the fire. It is for the good of these children they say, and why should they not pay for it? God knows what the children will say about it, and about them, and about us. As a nation of workers we made the biggest effort in history. We got for it the biggest issue in wages—in Credit Notes. We mortgaged our longest future at the biggest rate of interest, and we are now getting paid that interest—in Credit Notes.

CREDIT means increased power to purchase. Increased power to purchase means higher cost of living. More than that. For six years, you lost the production, manufacture and development of the things that to-day you need. *You go to Labour and you make a tremendous shout for "more production."* At the same time you know you must go to your Banker and make a very subdued supplication for more credit. And you don't get it. Or perhaps you get a little bit at 8%. Perhaps, too, you see the other fellow who deals in limousines or diamonds or fancy dresses, perhaps you see him get by the ten thousand what you can only arrange by the hundred

COME back to the formula. An increased rate upon credit means higher prices, an increased rate or a partial restriction means a cumulative increase on prices especially on the cost of living. We are now at the rock bottom of things. These are the subjects for study:—

- (1) The beneficial direction of Credit Issues which increase purchasing power, but decrease the cost of production.
- (8) The misdirection of Credit Issues which increase purchasing power for some, but also increase the cost of production.



- (3) The restriction and the higher costs of credit which despite the intentions of the manipulators invariably increase the cost of living.

**B**UT you repeat: "Credit is a matter of character and imagination." How, then, can it be manipulated? If Credit be a matter of character (*your* word of honour), and imagination (*your* possibilities) why in heaven's name do you pay a Bank 8% for the use of it? I'll tell you why. It is because you are bound to a financial system which is not necessarily a true system of economics. It is because you stand by your banker instead of standing by your men. You seek a chimera of financial credit while your true credit lies in your men's labour and your own brains. Every strike tells you that you are on the wrong side of the credit hedge. Why? Because it is *their* strike and not yours. If there is a power to produce, and a power to destroy, it is *their* power, not yours. If there comes a revolution, destroying Government, Finance, International Credit, and all the rest of it, it will be *their* revolution not yours. You are helpless, and hopeless, all because your financial credit is out of your own control, and you know of no other way by which you may use your *real credit*, viz., *your capacity to produce*. The control of Credit determines the cost of production.

**N**OW you have seen, or at any rate I have tried to indicate, that high prices are brought about by *first*, the malignant operations (as distinct from the good) of capitalism, and *second*, by the miscontrol of financial credit. There is the way *into* the Vicious Circle. In actual fact, the Credit system, supplying as it does the  *motive* for all the rest, is the controller of the whole curve. A new conception of credit is needed. There, therefore, is the way *out*. Is there any mystery about the circle?

**I** KNOW what you want me to do now. You want me to define my particular brand of Socialism, so that you can dispose of my hallucinations with some catch-phrase. I am *not* a Socialist. Most of all I am not a Nationaliser. You will notice I have not at any point dwelt on the Labour Market, although it is the cockpit of the fight. Certainly, the dust is there. It may be dust and blood yet. Shall not the Labourer be a Profiteer, like you and me? We have shown him the only road he knows. He is ignorant and obstinate, but the community is as responsible for his ignorance as it is for the wisdom of the professors. The obstinacy with which he pushed his profiteering is only a measure of that by which the community has fallen short in its education of its children. The powerful Trades Union is a fair counterpart of the great industrial combine, giving, withholding—a thing of much strength and

little soul. It is growth of system as much as your growth, with as many vices and quite as many virtues. Start the same system on another planet and the result will be the same. Do you business men realize that if it is Dead Sea fruit, it is nevertheless *your* fruit? You must see—as I do—with sickening uncertainty, the march of Trades Unions towards State Socialism. Under the guidance of a few well-meaning but hopelessly incompetent bureaucrats, aided and abetted by philosophic Fabians, who never carried out a negotiation to a practical issue in their lives; energised now and then by intriguers and place-hunters, the working classes have turned definitely, and with pathetic hopefulness in the direction of a sterilising, paralysing mass Government—which will very probably come about and exist long enough to destroy all the sense of brotherhood that has been so painfully born.

**O**F course the workers will destroy it again as they have done elsewhere. No power on earth could tie these men of ours in bureaucratic bondage. They will destroy it before experience gives it a chance to redeem its earliest failures, and after that, the result will be yours as much as theirs. Have you, as educated men, got nothing to do with this? Have you as Rotarians got nothing to do with it? It is quite certain that it will have a lot to do with you.

**I** HAVE sat at these Rotary tables during the past year, weighing the conversation against the ideals of the Club as best I could. I have heard the "put 'em against the wall and shoot 'em" solution of labour troubles. I have been startled when the few cases of real vision in the Labour movement have been unstintingly blackguarded, and I have been gassed into stupor when a few honest thick-heads in the same group have been hailed as Statesmen or something akin to it. I have listened to three members talking simultaneously about profiteering, the club motto, and the change of heart in such a way that a logical Oriental would have concluded that seeing we were all living and eating under the same roof, it must be the roof of a madhouse.

**M**Y diagnosis is that Rotary is sick. In spite of the cheery exuberance, I see signs of a rather highly-strung, self-conscious, egoism; the flush on the cheek has a hectic tinge. In my opinion, for what it is worth, Rotary would be better of less exciting entertainment and more hard work. When you consider the unique constitution of your Club, and reflect upon the state of society, you cannot go far to find an opportunity. There are the sterling virtues of individualism to be saved for the future. There is a great deal of groping blindness to be dispelled. Surely none of us wish to remain "puppets on a stage."

## New Books Worth Reading

**T**HE LITERATURE OF BUSINESS, A. G. Saunders and H. L. Creek, editors, 512 pp. (Harper & Bros.) The first half of this book is built up around the idea of what personality a business man may cultivate and how it may be cultivated. The second half is devoted to the business letter and related principles of business. Altogether it is both a romantic and instructive volume. It is intended for use by executives, credit managers, correspondents, supervisors, and as a college text book.

**L**ABOR MANAGEMENT AND PRODUCTION, M. L. Cooke, S. Gompers, F. J. Miller, editors (American Academy of Political and Social Science, Philadelphia, Pa.). Another collection of articles by various writers grouped under these general headings: A Human Factor as the Heart of Industry; The Drift Towards Science in

Industry; Some Major Problems of Industry; The Manager's Part in the Adventure of Industry.

**I**NDUSTRY, EMOTION AND UNREST, Edward Thomas, 200 pp. (Harcourt, Brace and Howe.) A New York lawyer's effort to show what is the matter with things today. He devotes many pages to an analysis of the Rotary Club, and characterizes it as typical of the self-satisfied capitalistic class. He gives Rotarians something to think about, altho they may not agree with him.

—®—

Men of age object too much, consult too long, adventure too little, repent too soon, and seldom drive business home to the full period, but content themselves with a mediocrity of success.—Bacon.



# ECOS ROTARIANOS



N las oficinas centrales el Secretario General y sus ayudantes están ocupadísimos con las muchas y muy variadas actividades rotarianas que pasan diariamente por estas oficinas que vienen a ser las de punta y sanción de asuntos rotarios. La Junta Directiva de International Rotary se reunió el pasado Octubre en Chicago, Illinois.

Un informe completo de estas sesiones aparecerá en el número de Diciembre de THE ROTARIAN. En la agenda para el mítin de Octubre había más de sesenta asuntos que tratar y por eso las sesiones se prolongaron de tal manera que duraron varios días. El comité sobre el cual pesa la responsabilidad de educar los rotarios en cuanto a Rotary celebró recientemente un mítin en la oficina del Secretario General, en Chicago. El comité que estudia los problemas relacionados con la vida del muchacho "Boys Work" se reunirá en la ciudad de Washington, Distrito de Columbia, a principios de Noviembre. Siguiendo las conferencias que en Agosto celebraron en Chicago los Gobernadores de Distrito y los Oficiales Generales de la Asociación, cada gobernador de distrito celebró desde entonces un mítin con los presidentes y secretarios de los clubs de su respectivo distrito, y, a algunos de estos mítines asistieron más de cien oficiales de clubs que desean conocer bien a fondo todo lo concerniente a Rotary para así poder administrar y servir con más acierto y pericia en sus respectivos clubs.

MADRID, ESPAÑA. Según un cablegrama recibido de don Angel Cuesta, Madrid tiene ya un Rotary Club. El señor Cuesta es Miembro del Rotary Club de Tampa, Florida, y se encuentra en España hace varios meses. Si bien es cierto que fué a España a negocios y de vacaciones es también evidente que no ha abandonado la idea de introducir en su país natal el espíritu rotariano. Don Angel fué también uno de los organizadores del Rotary Club de la Habana, Cuba, en Abril de 1916.

DE ATENAS, GRECIA, vienen noticias alentadoras. Parece que dentro de temprana fecha la antigua e histórica ciudad de Atenas tendrá un Rotary Club.

PARIS, FRANCIA, no ha hecho grandes progreso hacia la sólida institución del Rotary Club ya semi-establecido a causa de que durante la estación, calurosa sus habitantes más conspicuos han abandonado la metrópoli francesa entregándose al descanso en ciudades adyacentes y playas, pero ahora que empiezan a refrescar los días y las gentes retornan nuevamente a la ciudad se reanimarán los trabajos de organización del Rotary Club de París y se nos predice que muy pronto podremos contar allí con un excelente club.

EDIMBURGO, ESCOCIA, se ocupa con entusiasmo en la preparación del programa para entretener los convencionistas rotarios en Junio de 1921. El número de concurrentes promete ser tan grande que solo los rotarios de las Islas Británicas sin contar con el crecido número que irá de los Estados Unidos y Canadá bastaría para llenar los hoteles y casas de hospedaje de Edimburgo. En vista de lo dicho es probable que muchos convencionistas tengan que alojarse en la vecina ciudad de Glasgow y tengan por lo tanto que tomar el tren todas las mañanas para Edimburgo para asistir a las sesiones de la convención.

LA congestión en los muelles de la Habana, Cuba, está recibiendo especial atención y estudio por parte del Rotary Club de aquella ciudad. Los rotarios cubanos

trabajan con gran interés por la solución de este problema que afecta tan seriamente el comercio y las industrias de Cuba. Recientemente, el Presidente del Club, don Julio Blanco Herrera fué recibido por el Presidente Menocal en el palacio presidencial y aquel presentó a éste una serie de insinuaciones y recomendaciones que el Rotary Club ofrece como medio de solucionar el problema con ventaja para todas las partes afectadas e interesadas en la congestión de los muelles.

LONDRES, INGLATERRA, ha sido visitada recientemente por el rotario y secretario del club de Montevideo, don Heriberto P. Coates. Este introdujo en el los mítines del club londinense algunos cantos y chistes que hacen más amenos y entretenidos los mítines del club de Montevideo y también los de los clubs de los Estados Unidos y el Canadá. El día que don Heriberto se apareció en el mítin con unos cuantos cantos hubo miembros que parecían recibirlos con cierto reproche, pero, dice don Heriberto, que al llegar al canto No. 5 era tanta la risa que a uno de los comensales se le cayó el monóculo en la sopa. Coates salió para Leeds y Sheffield y desde entonces no sabemos más de él pero si desarrolla su programa humorista en estos clubs lo mismo que lo hizo en Londres, entonces, no cabe duda que el propagador de Rotary en Sud America se hará popular entre los rotarios británicos y multiplicará sus amistades con tanta rapidéz como él sabe hacerlo en todas partes.

CHARLESTON, SOUTH CAROLINA. En adición a las actividades que despliegan los rotarios de esta ciudad en la campaña relacionada con la vida del muchacho "boys work" han tomado con gran empeño la reconstrucción de carreteras a lo largo de la costa de Carolina del Sur, donde estas carreteras son muy necesitadas. De una manera o de otra sale siempre a relucir lo de las carreteras en los mítines del club y no dejarán de la mano el asunto hasta que logren lo que desean.

BETHLEHEM, PENNSYLVANIA. Mr. Charles M. Schwab, rey del acero, y E. G. Grace, presidente de la gran empresa de importación y exportación y transportes marítimos, Grace y Compañía, fueron electos miembros honorarios del Rotary Club de Bethlehem.

SAVANNAH, GEORGIA. Hace días el presidente del Rotary Club pidió a veinte miembros que se acercaran a la plataforma presidencial y seguidamente les preguntó si sus esposas simpatizaban con el sufragismo femenino. A los que contestaron afirmativamente les dijo que fueran y permanecieran de pie a un lado del salón y a los que contestaron negativamente al otro lado. Pero antes de terminar la "función" el comedor era un mar de risa porque los esposos de las sufragistas resultaron ser hombres de baja estatura mientras que los esposos de las anti-sufragistas medían todos más de seis pies de altura.

RICHMOND, VIRGINIA. Esta ciudad ha respondido a la campaña iniciada por el Rotary Club para destruir las ratas. Las ciudades del Sur de los Estados Unidos temen una peste bubónica en aquella parte del país siestos-bichos no se combaten de tal manera que se impida que se multiplique y eventualmente se desparramen por todas las partes del país. En prevención de lo que irremisiblemente ocurriría si se abandonara la campaña de exterminio, contra estos bichos, los Rotarios de todas partes del país están tomando medidas de precaución para evitar una plaga de tan malas consecuencias como sabemos que es la bubónica.



**A** SURVEY just completed of French colonial possessions and dependencies shows that in wealth of resources they are second only to the British Empire. Algeria is regarded as a part of France; Tunis and Morocco are attached to the Ministry of Foreign Affairs. The colonies and dependencies of France, including Algeria and Tunis, have an area estimated at about four million square miles, with a population of 50,500,000. Exports of the Colonies (excepting Algeria and Tunis) for 1917 were valued at 1,108,000,000 francs, imports at 1,118,000,000 francs. Exports from the French colonies have greatly increased since 1914. From 1914 to 1917, Indo-China exports increased 25 per cent, Madagascar's, one per cent, and Western Africa's, 50 per cent. This was done in spite of the universal shortage of tonnage. The French colonies, not including Algeria and Tunis, are capable of exporting 2,000,000 tons of foodstuffs annually. They can also furnish 400,000 tons of fats (peanuts and palm oil, etc.) for exportation, and such raw materials for industries as rubber, cotton, hides, tanning bark, raffia, etc., to the extent of 55,000 tons annually, and one million tons of minerals. In 1917 the colonies exported 242,186 tons of phosphate, 785,805 tons of iron ore and 15,749 tons of other minerals. One million cubic meters of timber are cut annually in these colonies. When the lumber industry is more fully developed, France will have an almost unlimited supply of timber of all grades. In order that France may take full advantage of the wealth-producing assets of her colonies, the Minister of Colonies has recently outlined to the French Chamber of Deputies a program for the development of their resources.

**ALGERIA** has a population, according to the census of 1911, of 5,492,569, of which 752,043 are Europeans. It covers an area of 222,180 square miles. Many excellent roads have been built by the Government. The national roads have a length of 3,310 miles. On January 1, 1919, 2,203 miles of railway were open for traffic. Oranges, dates, mandarines, bananas, figs and other fruits grow abundantly. Algeria possesses iron, zinc, lead, mercury, copper, antimony and oil. The chief imports for 1918 were: Cottons, 149,786,000 fr.; clothing and linen, 18,447,000 fr.; skins, 28,348,000 fr.; coal, sugar and coffee. The chief exports were wines, 190,070,000 fr.; fruit, 66,736,000 fr.; tobacco, 55,042,000 fr.; wheat, 41,139,000 fr.; oats, 39,659,000 fr.; barley, 32,271,000 fr.; wool, 22,362,000 fr. Algeria's total exports in 1919 are given as 1,334,000,000 francs; imports, 943,000,000 francs, an increase in exports of 558 millions over 1918. Algeria is now one of the finest ports of the world, ranking second in importance as a French port from the point of view of tonnage handled. The port of Algiers handled 475,158,000 francs' worth of merchandise for export during 1919, an increase in exports of 200,822,000 francs over the 1918 total. The work of enlarging and improving the port interrupted by the war is now again being carried on.

**FRENCH** administration in Tunis has been confirmed by conventions with all the European powers regulating the status and the conditions of trade of their respective citizens within the Regency. The area is about 50,000 square miles, the population about 1,940,000, the majority of which are Bedouin Arabs and Kabyles. The total imports for 1918 are valued at 207,442,575 francs. The exports for 1918, chiefly grain, marble, stone and minerals, crude metals, oils, chemicals, wines, fruits and seeds, were valued at 129,549,200 francs. At the time of the French occupation the commerce of the country did not exceed 23 million francs. In 1916 the importations had reached 134 millions and the exportations 118 millions. Tunis is essentially an agricultural country, and 2,800,000 hectares (about seven million acres) of its surface are cultivable. The results of the cereal crop in 1919 were: wheat, 6,500,533 bushels; barley, 5,428,223 bushels; oats, 3,444,722 bushels. The cork industry is important, cork trees covering 246,000 hectares (about 600,000 acres). The annual mineral production averages in value 30,400,000 francs. On the first of January, 1917, Tunis had 1,982 kilometers of railroad (about 1,200 miles). Plans for the improvement of the harbors of Tunis and Sfax have been approved.

**MOROCCO** has an area of 231,500 square miles. Of this, Spain claims about 11,000 square miles. The population of the French zone was estimated in July, 1917, at 5,400,000. The exports to France in 1918 were valued at 82,062,880, imports from France 155,224,925 francs. The chief exports are barley, eggs, wool, beans, linseed, corn, wheat. The Spring estimate of this year's harvest valued the crops in Morocco at one billion francs, and it was expected that there would be a large surplus for export.

**AS** established by the treaties of 1814 and 1815, French possessions in India consist of five separate colonies with an aggregate area of 1,960 square miles. In the possessions rice, sugar, cotton, manioc, cocoa, coffee and ground nuts are grown. There are cotton mills, with 171,213 spindles and oil factories for pressing oil from ground nuts. The principal exports from Pondicherry, the chief possession, are oil seeds. French Indo-China has an area of about 321,000 square miles and a population of about 17,000,000, of whom 23,700 (excluding military forces) were European at the last census (1914). The territory tributary to Saigon is almost entirely agricultural, being one of the great rice regions of the world. The region tributary to Haifong (Tonking) is devoted to agriculture, mining and manufacture. Central Annam's chief exports are cinnamon, sugar and tea. The minerals of Indo-China are coal (636,000 tons in 1918), lignite, wolfram, tin and zinc. In 1917 the total imports amounted to 373,555,560 francs and exports to 430,200,036 francs.

**FRENCH EQUATORIAL AFRICA** has an area of 875,000 square miles and a population of about seven million negroes and others. The resources of the territory are quite undeveloped. There are about 30,000 square miles of tropical forest containing wood of industrial value. Rubber



is the most important export. Palm oil is also exported. Coffee is cultivated. There are large numbers of cattle, sheep, asses, camels, horses and ostriches, but there are no facilities at present for export.

**M**ADAGASCAR, an island on the southeast coast of Africa, which has been under the protectorate of the French Government since 1885, was definitely declared a French colony in 1896. Under French administration it has shown a rapid trade development. Its total commerce which amounted to 92,299,253 francs in 1911 had increased to 222,978,558 francs in 1917. While the forests of Madagascar, which cover 20 per cent of its entire area, constitute probably its chief wealth, the island is also rich in minerals, including coal, iron, lead, copper, zinc, gold and precious stones. The island has an area of 228,000 square miles. On January 1, 1917, there were 2,634,410 acres under cultivation by natives and 257,343 acres by Europeans. The chief products are rice, sugar, coffee, manioc, cotton, cocoa, vanilla, tobacco, butter beans, cloves, mulberry trees and rubber. Valuable woods and plants for textile, tanning, dyeing and medicinal purposes abound. On December 31, 1917, there were on the island 7,144,634 cattle. The preparation of sugar, rice, soap, tapioca, etc., is being undertaken by Europeans. There are large meat preserving stations at several points. Reunion, which has belonged to France since 1643, is an island about 420 miles east of Madagascar. It has an area of 970 square miles and a population of 175,000. The chief products are sugar, rum, coffee, manioc and spices. There are 20 sugar factories. Total value of exports in 1918, \$5,538,046.

**F**RENCH SOMALILAND has an area of 5,790 square miles and a population of about 206,000. The chief exports are coffee, ivory, hides and skins. Salt mines opened in 1912 exported in 1918 11,500 metric tons of salt. The total exports in 1917 amounted to 50,324,846 francs.

**F**RENCH WEST AFRICA, which comprises Senegal, Haut-Senegal-Niger, French Guinea, the Ivory Coast, Dahomey, the military territory of the Niger and Mauritania, covers the largest tract of any French possession—approximately 1,840,000 square miles. It has a population of approximately 12,000,000 souls. Altho the several colonies which make up French West Africa are separated from one another by certain foreign colonies, they form none the less a distinct geographic entity and have the mouth of the Niger as a common hinterland. The general budget amounts to some twenty-five million francs yearly. The agricultural resources of these colonies are the most important, altho there are some native industries, such as pottery, brick-making, jewelry, etc. The fisheries have some importance, fresh fish and shell fish being exported to France to an amount exceeding 575,000 kilograms. The production of cotton is rapidly assuming greater importance, for in 1904 the total output of this product amounted only to 1,037 kilograms, while by 1916 the figure had reached 594,000 kilograms. Cotton, however, is not the only textile plant cultivated in French West Africa, for jute, agave and sisal are cultivated extensively. Rice, manioc, millet and potatoes are also raised. In Dahomey and the Ivory Coast cocoa and coffee are grown. The country exports 6,000,000 kilos of rubber. Some tobacco is produced. Among the forest resources of French West Africa rubber is the most important and many practical schools have been established in several regions to teach the natives the best means of exploiting this product. Exports of rubber amounted in 1913 to 6,139,550 kilograms. The palm and other oil producing plants are abundant and the exports of oils represent an annual wealth of about 1,500,000 francs. The raising of cattle has attained considerable importance and it is estimated that there are about 8,000,000 head of cattle in these colonies. The exportation of hides in 1913 amounted to 2,025,030 kilograms. Wool was exported in the same year to the extent of 250,000

kilograms. Wax forms another important export. The mineral wealth of French West Africa is not yet fully ascertained. Gold is mined to the amount of about 800,000 fr. annually. Iron deposits are numerous; but the lack of soft coal has made their exploitation difficult up to the present time. There are also veins of tin and important stone quarries.

**T**HE total commerce of French West Africa, which, when the present system of administration was created under the French Republic in 1895 amounted to 79,000,000 fr., had reached the sum of 155,000,00 fr. ten years later, and in 1913 amounted to 277,718,152 fr. By 1917 this figure had been increased to 384,744,471 fr., of which 180,303,806 fr. constituted the exports. The larger rivers form an excellent means of internal communication. The total railway mileage of the French West African colonies amounted in 1918 to 125,474 miles, the sum of 240,000,000 fr. having been invested to attain this result since the year 1885, when only a single line 165 miles long existed.

**T**HE French colonies in America consist of Guiana, Martinique and dependencies, Guadeloupe and its dependencies, St. Pierre and Miquelon. French Guiana may be considered as an immense virgin forest watered by twenty-two rivers. The forests are very similar to those of Brazil. The products may be classed in the order of their importance as follows: hardwood suitable for building, plank timber, wood suitable for furniture, pulp wood, oleaginous, aromatic and dye plants, and plants suitable for the manufacture of textiles and medicines. The area is about 60,000 square miles, population in 1917 40,000. Exports in 1918 were valued at 15,321,697 fr., imports 15,308,526 fr. The area of Martinique is 385 square miles, population 193,000. The chief products are sugar, rum and cocoa. Imports in 1918 were valued at 54,770,959 fr.; exports to 90,800,171 fr. St. Pierre and Miquelon are the largest islands of two small groups close to the south coast of Newfoundland with a total area of 93 square miles and a total population of about 10,000. The chief industry is cod fishing. Imports in 1918 were valued at 5,166,652; exports, 6,711,299 francs.

**T**HE French colony of New Caledonia, tho covering an area of only eight thousand square miles, is one of the richest countries in the world. The population in 1911 was 50,608. The most important products are coffee, maize, beans, manioc, tobacco and vegetables. The exploitation of coffee is likely to become exceedingly important. Sugar cane is also grown. The island contains excellent pasture land, upon which 130,000 cattle of a heavy type are fed. The colony also possesses 25,000 sheep and as many goats and hogs. Among the products of the fisheries, mother of pearl has most importance, more than 1,000 tons being exported annually. New Caledonia is essentially a mining country, however, and its wealth in nickel is surpassed only by that of Canada. Three million, six hundred thousand francs' worth of nickel was exported in 1913. Efforts are now being made to refine this metal on the island itself. Important deposits of lead and zinc ores, rich in silver, exist, as well as deposits of manganese, antimony, mercury and a little gold. The commerce of the island has been increasing considerably in recent years, the total for 1912 having been 23,095,779 fr., as compared with 37,800,242 fr. in 1917. In the latter years, the exports exceeded the imports by approximately 2,000,000 fr.

**T**HE French establishments in Oceania are scattered over a wide area in the Eastern Pacific and had a total population in 1912 of 32,000. Their chief products are copra, sugar, rum and pearls. The value of exports in 1917 was about ten million francs.





# The FUTURE OF INDUSTRIAL RELATIONS

by Victor Fisher.

Publish by courtesy of "The (British) Rotary Wheel."



Men are such creatures of habit and tradition that it is with difficulty that even the most intelligent amongst us can bring ourselves to contemplate any drastic modification or change in the social organization amidst which we have been born and reared. Yet it is a fact that the evolution of industrial organization and financial control, together with marked changes in the temperament and mental outlook of great masses of the wage-earners, fore-

shadow startling developments in the present social system.

FOR forty years the Socialist movement has carried on a ceaseless agitation against the existing order. This Socialist propaganda has been conducted by a number of separate organizations which have hitherto taken little trouble to co-ordinate their efforts and have, indeed, had sharp differences between themselves both in regard to principles and methods of propaganda. Many anti-Socialist critics regard this as an inherent weakness of Socialist organization and agitation; it is, on the contrary, a source of strength. The Independent Labor Party, the Social Democrats, the Fabians, the Communists—each group makes a definite appeal to a specific type of wage-earner. The Fabians have had a large part in the conversion of a very considerable proportion of the most intelligent sections of the middle classes. The statistician has not yet arisen who can give us even approximately any idea of the ramifications of the Fabian influence in the Universities, amidst various Civil Services, and amongst the classes which seem to occupy a midway position between the *bourgeoisie* and the proletariat. The I.L.P., to which hitherto has fallen the lot of preaching what our American cousins describe as "soft socialism," has made a very popular and successful appeal to the most intelligent of the artisan class in the English provinces, in Scotland, and in Wales. Until recently they have attacked the principle of the class war, constituted themselves the protagonists of a type of pacifist "Little Englandism," emphasized to the utmost the ethical appeal which Socialism makes to a certain type of mind, and discovered innumerable recruits amidst the smaller Dissenting chapels. The Social Democrats, on the contrary, have been largely saturated with "hard shell" Marxism, have propagated the class war theories of Marx, have laid greater stress on the economic side of Socialism, and have, paradoxically enough, finally split with the sections witheringly described by Lenin as the "Social Patriots." These and other less important Socialist organizations have, however, had one unifying link—namely, a common hostility to the existing social order. Throughout the greater portion of the last forty years anti-Socialists had almost ignored the existence of this ubiquitous propaganda. The Press rarely reported any Socialist meetings, and the average middle class citizen was completely ignorant of the steady permeation and increasing control of the trade union rank and file by Socialism and Socialists.

IT MUST, moreover, not be forgotten that there has been a force behind Revolutionary Socialism far more potent

either than its questionable ethics or its still more questionable economics. Heine it was who, in his day and generation, described England as "the paradise of the rich and the hell of the poor." There was this amount of truth in the cynic poet's observation, that the Britain which had been the pioneer in the Industrial Revolution had, in the sixty years between the first two and the last two decades of the nineteenth century, presented a pitiable spectacle of social degradation amongst the vast masses of its industrial population. The mechanism of wealth production had far outstripped the working of the machinery of social amelioration. Vast cities had sprung up which for many years made no pretence to keep step with the vital needs of their working populations. The growth of an appalling slum land went on stage by stage with the development of the factory system. The statistics of infantile mortality rose to an alarming level precisely where the instruments of wealth production were concentrated. The exotic genius of Disraeli in *Sybil, or The Two Nations*, already foreshadowed in the early Victorian period an approaching catastrophe. The greatest opposition to the reforming efforts of a contemporary Tory statesman, the Earl of Shaftesbury, was evoked from the middle class captains of industry. These conditions brought into existence the Trade Union movement, and the continuance of these conditions cemented and bound together the fabric of Labour hostility to the employing class. Penuriously, reluctantly, sometimes even with open hostility, this same class faced every project of social reform. Then came the evangel of Socialism. To the craft organizations of working folk which hitherto had had no other object than an effort to increase their wages or reduce their hours of labour, the Socialist doctrine offered a grammar expressive of an entirely revolutionized social order.

WHAT did it teach? It advanced the proposition that all wealth was derived from labour applied to natural resources, and the great majority of its protagonists implied that by labour was to be understood manual labour alone. Capital was indeed necessary, but of what use was the private capitalist? What could that remarkable production of middle class genius, the joint stock company, with its board of directors, accomplish that could not be done by a public authority directly elected by the wage-earners themselves? Here in embryo was the latter-day Soviet theory. The great majority of Socialists, however, had not yet disentangled themselves from what has been described as the "meshes of parliamentarianism." They projected a Social Revolution through the seizure of power concentrated in the existing parliamentary and executive institutions of Western Europe. The relative failure of these institutions and the apparent impotency of parliamentary Labour groups to realize the Social Revolution have ultimately given birth to the communistic ideas which Bolshevism has attempted to put into practice by means of the Workers' and Soldiers' Councils through the "proletarian dictatorship." Revolutionary extremism has, however, ignored one vital factor which has led it into an *impasse*. I refer to the factor of *motive* or *incentive* to work. Individual genius or talent will undoubtedly achieve.

irrespective of personal profit. Shakespeare, Galileo, Michael Angelo, Newton, and Darwin each accomplished his life's work independent of the intrinsic value of the fruits of his genius. Nor is this less true of the possessors of great talents in the world of discovery, of those who have made two blades of grass grow where one grew before, or who have brought the uttermost ends of the world closer together. When considering the work of the average man, however, which is in large part a matter of routine and drudgery, the same laws assuredly do not operate.

SINCE the dawn of history there have been, broadly speaking, two forms of inducement to labour. Over much the longer period some form or other of compulsion in terms of chattel slavery, serfdom, or villanage have compelled a certain section of the community to apply themselves to essential phases of production. Since the Middle Ages, culminating in the period subsequent to the Industrial Revolution, all such forms of direct coercion were either abolished or fell into desuetude, but were no less certainly replaced under the capitalist system by an indirect form of coercion applied through the economic factor. In completing the circle and in his turn attempting to abolish the economic pressure, Lenin has found himself obliged to re-establish a phase of serfdom in the conscription or militarization of labour. Nor is a third alternative conceivable in the present stage of human development. *The average man* must labour day by day, week by week, month by month, and year by year in mill, mine, and factory, and even expose himself to the perils and hardships of the various transport services, without any hope of ever raising himself definitely above that station of life in which he was born. The best he can hope for is the steady improvement of his material lot as the level of general civilization gradually rises with the increase of wealth production. Hence the need for some coercive force, direct or indirect. If it be not the fear of deprivation and even of starvation, then it must of necessity be the direct compulsion of a taskmaster. The world's work must be done or we perish, even as millions have already perished in Bolshevik Russia. As the human eye cannot endure to gaze at the full blaze of the sun, so the great majority of men cannot endure the contemplation of the naked truth. Hence the inevitable chasm that yawns between political and social theory and reality. In the world of reality the existing social system offers one immense advantage over all other phases of human evolution. Political democracy, as it has been variously developed in Anglo-Saxon and Latin civilizations, has not made all men equal—has not even given all equal privileges; but, relatively speaking, it has broken the ancient shackles of direct coercion; it has set before itself the ideal of giving to each individual an equal chance. To realize this ideal will still take countless generations, if, indeed, it can be ever realized, for of the laws of heredity and of the science of intellectual and spiritual eugenics we as yet know practically nothing. Modern society, however, is so far resilient that, alike on its social and on its economic side, *la carrière est ouverte aux talents* in all their definite diversity.

REVOLUTIONARY Syndicalism, Bolshevism, Communism may be defined as an effort to challenge the essential laws governing the social units *on behalf of the herd*. In their appeal to the herd, the revolutionary "dictators" slur over the fact that whether government assumes the form of autocracy, aristocracy, plutocracy, democracy, or proletarian dictatorship, each and all involve legislation and executive administration for the many by the few.

THE latest claim of the revolutionists in England is on behalf of Industrial Democracy. Associated Capital and associated Labour bargain with the State as no other forces can bargain with the representative authority of the whole community. No serious student of sociology can

suppose that this order of things can continue indefinitely. Either political democracy, in the ideal American sense, will subordinate and control to its purpose both Capital and Labour, or either or both of these gigantic forces will at no distant date join issue with the existing political state and modify or destroy it. Here let me point out by way of parenthesis that, economically viewed, Capital and Labour represent the citizen as producer. The State represents the citizen as consumer. Neither can exist without the other. All life is a co-ordination of the functioning of organs. Death and dissolution is the cessation of such functioning. From this point of view the Communist doctrine of the class war and the "dictatorship of the proletariat" is a *reductio ad absurdum*. A healthy social life can only exist where body, mind, and spirit function harmoniously together. Applied to economics, this means that inventive genius, enterprise, talent, administrative ability, technical skill, specialization, manual labour, and discipline are all required for the production of wealth.

THE keystone of Industrial Democracy may be found in the aphorism of Proudhon: "From each, according to his capacity; to each, according to his needs." Mark this. Not "to each, according to his deeds," but "to each, according to his needs." Here is the parting of the ways. Can the tenets of political democracy be applied to industrial organization? As the fathers of the American Commonwealth spoke politically of the "sovereign people," are we of a later generation called on to realize the industrial sovereignty of the people? Is the voter in a political democracy destined to enlarge the suffrage and become the voter in an industrial democracy, to elect his foremen, overseers, managers, and directors, to overthrow them when they do not carry out his wishes and to replace them by others? Or is this analogy between the *political* and *industrial* organization of society wholly false? Is the service of the sovereign producers incompatible with the essential coequal sovereignty of the consumers? Is not the discipline, moreover, which is so essential to adequate economic production, entirely incompatible with this aspiration for an industrial democracy of producers?

THESE are portentous questions which only time can answer. But, in the meanwhile, one of the most essential services which man can render to his fellow-man is an effort to discover where the truth lies for us *now*; which is the immediate pathway towards healthy industrial development and economic prosperity. The great majority of men are swayed by self-interest, by prepossessions, by prejudices, by *a priori* theories, by political opinions and partisanship. Yet we are living in an age when we can no longer afford to regard political economy as the "dismal science." The war and the war's aftermath, however, have crowded such a diversity of experiences into human government over such a short period of time that all our pre-war ideas are inevitably in the melting pot. Wealth has been so lavishly expended, the potential powers of production have been so enormously increased, while simultaneously there has been such a startling diminution in actual production, the outlook and aspirations of the masses of men have been so revolutionized, that fresh methods become unavoidable if we are to escape from world-wide catastrophe. It is not here a question, on the one hand, of reassuming our pre-war attitude towards all those complex problems, nor, on the other, of endeavoring to approximate the present state of things to some ideal state of society. All that the present generation can hope to do is to see clearly in what direction recovery must be sought, and to plant its foot firmly forward in that direction. We are living in a period and under circumstances in which the reactionary and the revolutionist are common public enemies. Now, more than ever, we must realize the truth that "the past, present, and future are all parts of eternity." At the best our generation is only the trustee of an inheri-

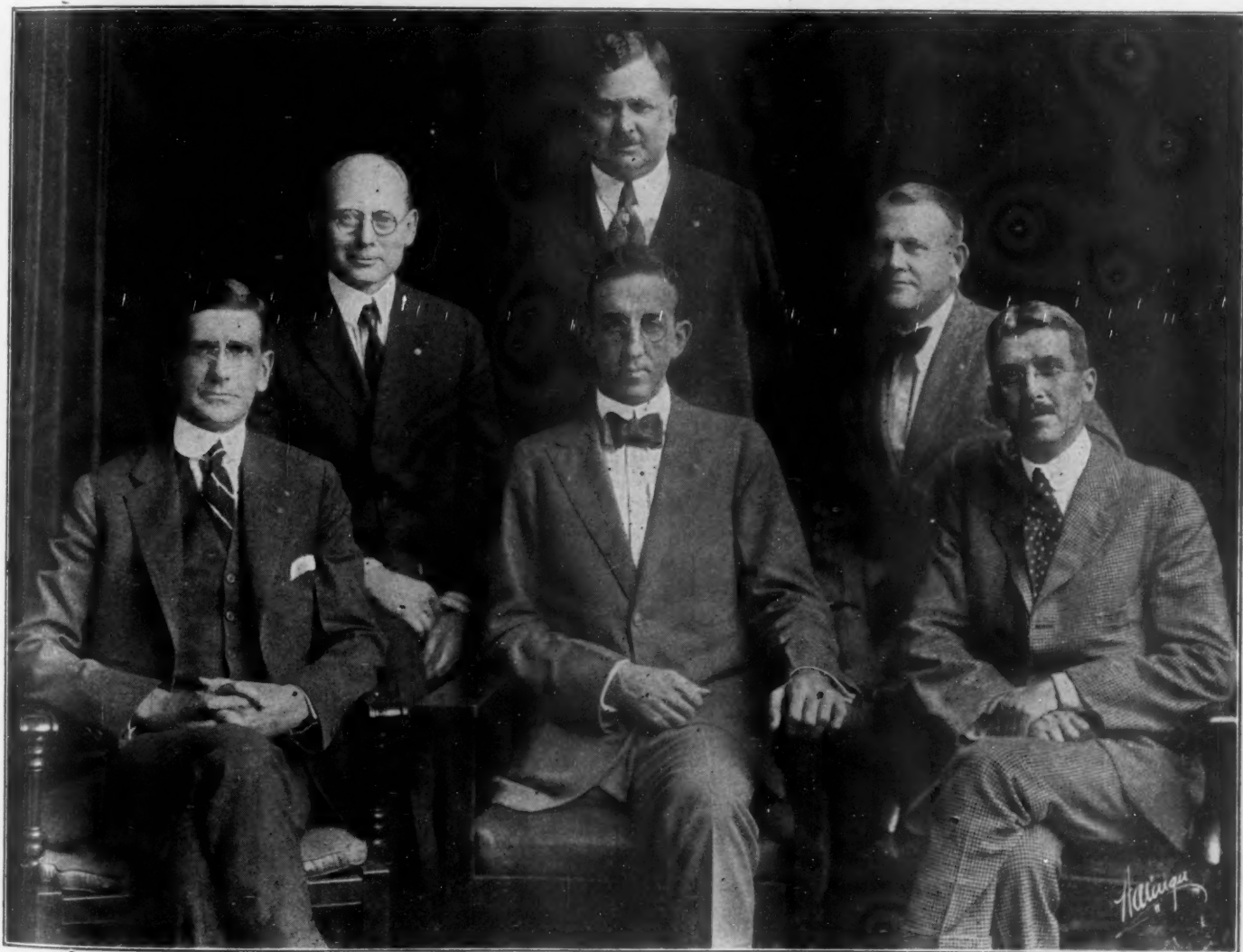


tance which it must hand on to posterity not only undiminished, but enlarged. We cannot, even if we would, break violently with the past. Still less can we ignore the future. Hence the "golden mean" must be found which shall be at once so sane and so in accordance with the national conditions and temperament that it will unite the vast majority of men.

IT WAS the realization of these truths which induced Admiral Sir Reginald Hall to establish the organization known as National Propaganda during the summer of 1919. It was a task which only a man of great moral courage would have undertaken. To liberate the study of economics at once from the dry-as-dust influence of the academy and from the shallow and ill-tutored sophisms of the street corner orator, while severing it from the control of biased interests either of a political or class character, was a project than which none could be found of greater importance. These are the aims and objects of "National

Propaganda." Supported by a group of distinguished men under the chairmanship of its founder, it has called to its service a number of workers, theoretical and practical, whose chief duty it is to expose current economic fallacies, to analyse with the utmost possible impartiality the claims alike of Capital and Labour, to examine doctrine in the light of fact; to test idealism under the acid of reality and, where extremes meet, to discover, if possible, a *via media* of reconciliation. It is because I believe that these aims coincide so closely—though, perhaps, on another plane—with the ideals of "Service—not Self," that I have gladly availed myself of the privilege to write this article. Rotarians throughout the world can do unsurpassed service alike to the State and the productive powers of the people on which the State rests, by associating themselves, however informally and unofficially, with the work of education inaugurated by National Propaganda, and in collaborating wherever opportunity may offer, either as employers, servants, or citizens in the great task of industrial unity and national solidarity.

## The International Board of Directors

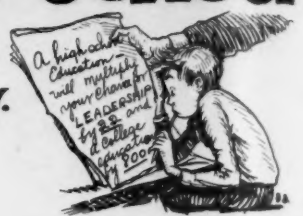


They are, left to right seated: Albert S. Adams, Immediate Past President; Estes Snedecor, President; Crawford C. McCullough, First Vice-President; standing, left to right: Chesley R. Perry, Secretary General; Ray M. Havens, Second Vice-President; and Robert H. Timmons, Third Vice-President. The regular Autumn meeting of the Board was held at Chicago, Illinois, Thursday and Friday, October 21st and 22nd. A report of the meeting will be published in the December issue of THE ROTARIAN.

# Getting the Boy Back to School



by Walter W. Strong.



LAST summer the Rotarians of Blackwell, Okla., seized an opportunity to perform a great service to the boys of Blackwell and blazed the trail for all Rotary to follow in helping boys acquire a good education. The story of this work has been widely told, but bears repeating. It was learned that of the thirty-nine boys who had graduated from grammar school, eleven had secured positions for the summer and had definitely decided to remain at work and not return to school. The Rotarians saw the mistake that these boys were about to make—of going into the business world with but an eighth grade education—and decided that it was their duty to stop the boys if possible. They thereupon set to work, interviewed the boys and their parents, and concluded their campaign with a dinner, followed by inspiring talks concerning the practical value of a good education, with the result that every one of the thirty-nine boys entered high school in the fall.

THE Back-to-School idea having worked out so successfully in Blackwell, it was believed that it would do likewise in the other communities of Rotary and so this summer a plan was outlined for the purpose and laid before the clubs. It was suggested that a letter be sent to each eighth grade graduate with the aim of "selling" him on going to high school and a draft of such a letter was furnished. Also a form of postal card for use of the children in stating if they

- had decided to go to high school
- had decided not to go to high school
- would like to go to high school, if it would help one to be more capable and earn more money
- would like to have a Rotarian call on them, and if so, when.

CLUB after club promptly took up the work with a will, some following the plan suggested and others making valuable additions to it. Typical of the work done are the following:

The Sioux Falls, S. D., Boys Work committee sent

three lots of letters, a total of more than one thousand—one lot to the boys and girls just finishing 8th grade to influence them to enter high school; another to the boys and girls who were in the first three years of high school, to have them continue on thru the full four years; and the third to the boys and girls who had graduated from high school to show them the value of a college education. Of the 135 grammar school graduates 100 used the reply cards

and all but three responded favorably. More than one-half of the 555 high school undergraduates responded and about one-third of the 135 graduates of last summer indicated their decision to go to college. Rotarian Shannon wrote: "If the boys and girls of Sioux Falls do not receive an education, it will not be the fault of the Sioux Falls Rotary Club."

ONE of the best revisions of the above mentioned suggested letter which were sent out was that by the Rotary Club of New Orleans. It read:

TO THE BOYS WHO GRADUATED THIS YEAR FROM THE GRAMMAR SCHOOL IN NEW ORLEANS.

Boys: This letter has a message of importance for you. Read it.

The Rotary Club of New Orleans is interested in anything which will help boys to make the biggest success. We know something of the money value and the happiness of a good education and we want you to have one.

A man who wanted to know if education really paid, made an investigation and found that it did pay. One of the many proofs he found was furnished by the record of two groups of Brooklyn boys, all of the same age.

One group who went to work upon leaving grammar school at the age of 14, earned—

In the whole 11 years following, an average of \$5,112.50 per boy, whereas the older boys, who went on into high school and graduated at 18 years, earned in the 7 years following, an average of \$7,337.50 per boy, or an average of \$2,225 more per boy than was earned up to that time by their fellows, who had been at work 4 years longer than they.

As to amounting to something, it was found that of 150,000 persons—

Without a grammar school education only 1 wins distinction!

Without a grammar school education .....4 become distinguished!

With a high school education .....87 reach distinction!

## To The Boys Of Portsmouth:

If in addition to knowing how a thorough education aids in increasing the amount set opposite one's name on the payroll, you knew that—

LESS THAN 1 PER CENT. OF AMERICAN MEN HAVE BEEN COLLEGE GRADUATES, YET THIS GROUP OF MEN HAS FURNISHED

55% of Our Presidents  
54% of The Vice-Presidents  
36% of The Members of Congress  
62% of The Secretaries of State  
50% of The Secretaries of The Treasury  
69% of The Justices of The Supreme Court

wouldn't you make up your mind to get the best education that it is possible to have?

That is what we are interested in having you have.

We are for you, Boys, and we want to see you make of your lives the biggest successes possible.

Nothing less than such a success will do for you, and, if it is possible for us in anyway to influence or aid you to go through high school and college, we want to do it.

This is the ninth of a series of ten appeals to Portsmouth parents urging them to

**KEEP THE BOY IN SCHOOL**

Published by **THE ROTARY CLUB**  
OF PORTSMOUTH, VA.

—"He Profits Most Who Serves Best."





With a college education .....800 become distinguished!

A high school education will multiply your chance for leadership by 22 and a college education by 200.

In every walk of life the educated and trained ones are outstripping the uneducated and untrained. One must be trained today or fall behind in life's race.

We believe that you want to make the most of yourself, so give yourself a chance by going to high school and then to college.

We think we can help you decide and should like to have the chance to do so. Let us know where you stand by the enclosed card.

Cordially yours,  
CHAIRMAN BOYS WORK COMMITTEE.

Boys Work Chairman Suarez indicated that 25 per cent of the replies were in favor of going to high school.

IN Hattiesburg, Miss., the Rotary club "decided by unanimous vote to interview all boys in the city between the ages of fourteen and twenty-one who ought to attend the public schools, to urge them to attend, to study, to obey the law—play the team game with the teachers and pupils—and to do everything in their power to become men of whom the city will be justly proud."

THE Rotarians of Newton, Kansas, under the leadership of Superintendent of School-Boys Work Chairman Martin made up a list of the boys and girls who should return to school and wrote them. Then they pursued the novel plan of sending out club members and other men to see the boys and their fathers, and club women to see the girls and their mothers, to encourage a return to school.

IN Fort Dodge, Iowa, the Rotarians divided among them the list of eighth grade graduates and visited each one to find out what their plans were with regard to entering school this fall. When it was found that there was any doubt about it a second visit was made. "As a result of this campaign," Secretary Minkel reports, "all but four of the eighth grade pupils in the city have now entered high school with the exception of those who have moved away."

IN Newburgh, N. Y., another piece of good work was done. Chairman Daniel reports: "Out of 111 boys who graduated from the grammar school in June, 93 express (by mail) their intention of starting in high school this fall. We expect to see the 93 to keep them from changing their minds and to see the other 18 in order to persuade them,

if possible, to attend high school. We also expect to follow the work up as the boys go thru."

FROM Jackson, Miss., word comes thru Secretary Adams "that the work of the committee may be considered as a 100 per cent effort. There were 78 boys eligible to admission into the high school and we ascertained that 10 of these boys had left Jackson and that their parents would undertake to have them pursue their high school course at the various points to which their families had moved. There were 6 boys of the remaining number who were doubtful as to their future and the various members of the club who had charge of these boys made arrangements whereby they will also be in a position to continue their studies. Our entire membership is gratified with the results and feel that we have started the work which we will be able to pursue each year, with the same result."

PROBABLY the most interesting and important developments in the Back-to-School work took place in Portsmouth, Va. There the committee decided to make direct appeal in the interest of a good education urgently to the parents, employers, the boys and the citizens in general thru the newspaper. These appeals were to take the shape of a series of quarter, half and full-page display advertisements. The committee called on the Boys Work Department for assistance in preparing the appeals and we met this unusual demand by supplying a series of eight—all written with the aim of keeping the boys in school. A reproduction of one of the quarter-page ads is given herewith. In addition to the display ads there were run editorials and interviews with prominent persons concerning the value of education, and articles concerning the schools. The clergymen were asked to speak from their pulpits of the value of a good education. The cost of the advertising was borne by a group of Rotary firms.

AS the Blackwell, Okla., Rotary club deserves great credit for inaugurating in Rotary this Back-to-School work, so the Rotary club of Portsmouth, Va., merits high praise for planning and carrying thru their advertising campaign, for what they have done points a way to reach effectively a whole community on the important subject of the value of education, either as a campaign complete in itself, or one to be supplemented by letters and personal interviews.

## Making Boys Think and Making People Think About Boys

By Charles F. Powlison, General Secretary of the National Child Welfare Association

THE immortal Mr. Dooley once said, "You can lead a boy to college, but you can't make him think." To make boys and girls and men and women think is the difficult task which the National Child Welfare Association has undertaken—the task of making boys and girls think about their health, their ideals, their fitness for American citizenship, and the still harder task of making parents, teachers, clergymen, employes and "the man on the street" think about these boys and girls, what they may do for them and what they may help them to do for themselves.

NOW how can this be done as applied to Boys Work, and how can "many men of many minds" be set to thinking, and, what is more, set to *doing something* in behalf of boys?

THE National Child Welfare Association's answer to this problem is, "Seeing is believing," and thru its three hundred picture-panels, the Association is leading people to

see and to realize what America is doing for her boys, what she is not doing for them, and what she ought to do.

MOST of us are weary of printed articles, weary of lectures; but few of us are ever too old or weary to enjoy pictures. The picture-panels of the Association are skillfully planned to meet the normal desire for pictures. There is nothing "high-brow" about them. Their wording is simple, direct, lively—sometimes in prose, sometimes in catchy jingles—now serious and now amusing, but always aimed straight at the mark. They are scientifically correct, for every statement is carefully weighed and subjected to expert criticism, but their first aim is to *interest*, since interest is the first step toward action.

THE illustrations, drawn, lithographed and hand-colored in the Association's studio, are spirited and striking, lending double force to the text. That they do interest and do arouse people to action has been proven again and again.

One day during the influenza epidemic, a small messenger boy walked into the Association headquarters. In one hand he held a grimy coin.

"Please, lady," he said, "in de winder downstairs I seen one uv yer posters. It was a little girl asleep wid de winder open and it said, 'Open de winder and shut out influenza.' Now, me mudder she always jaws me becus I wants to have de winder open at night. She says I'll catch cold. Please, I'd like one uv dem posters, to show her I'm right." And off he went, poster under arm, to convert mother to the fresh air theory.

IN one school, where the picture-panels had been displayed and used as themes for talks and compositions, the children were especially interested in a panel which set forth in verse the evils endured by "Tommy's tummy" from over-indulgence in sweets. So thoroughly were they aroused that the entire class "swore off" from candy and spent their pennies in supporting a Belgian baby.

IN many places, the panels have been made the nucleus of a child welfare exhibit, where local organizations could co-operate in bringing vividly before the public the local community needs. At such an exhibit, a young father was seen gazing long and earnestly at a poster on adenoids. As he turned away, he was heard to say, with conviction, "There, that must be what is wrong with Jimmie."

AMONG workers with boys, the panels on THE A-1 AMERICAN BOY, STEPS TO SUCCESS FOR BOYS and A

CHRISTIAN CITIZENSHIP TRAINING PROGRAM have been especially popular. The head of a large school declared, "I shall put one of the A-1 Boy panels in our boys' washroom every

week, for ten weeks running. I'm not going to say a word about them—they'll speak loud enough for themselves."

NO one, a child least of all, likes to be "lectured," and the panels do not lecture, they simply "sink in." That is why the Girl Scouts, Girls' Friendly Society, Campfire Girls, New York State Y. M. C. A., International Committee of Y. M. C. A.'s, New York Principals' Association and other organizations working with young people have asked the National Child Welfare Association to make them special sets of panels to meet their special needs. That, too, is why the Cuban government has had some of the panels translated into Spanish for their use. That is why the Head of the Social Service Department in one of our large hospitals said that she could do more good with five minutes spent on explaining a panel than in an hour's lecture. Truly, "Seeing is believing," and we must make use of the opportunity to educate our people, old and young, thru a vivid appeal to the eye.

TO every worker with boys, the National Child Welfare Association extends a cordial invitation to its headquarters. The Association keeps "open house" all day, at 70 Fifth Avenue, and is glad to share its experience, show its panels, and

give advice and information to everyone interested in any phase of child welfare—and that must include every man and woman in the world.

# Your City is YOUR City KEEP IT CLEAN!



## FIND THE GOOD CITIZEN

One of three hundred panels of the National Child's Welfare Association.

## Boys Work by Some of the Clubs

### Nashville, Tenn.

114,000 Population

"THE Boys' Club of Nashville needed reorganization," writes President Hall, "and we succeeded in enlisting the aid of the Kiwanis, Lions, and Big Brother clubs. Five representatives from each organization will be elected to the Board of Directors of the Boys' Club. A joint campaign to raise funds has been started."

### Wheeling, W. Va.

42,000 Population

A fund of \$5,000 was raised by the Rotary club of Wheeling, W. Va., to insure the opening and maintenance thru the season of the playgrounds. Permanent arrangements are being made to carry on this work.

### Montgomery, Ala.

41,000 Population

Secretary Black writes that a vacant lot near the State Capitol was secured by voluntary donations, cleared and

equipped for a playground. The illustration tells the story and shows the Rotary emblem, in white, supported by posts. At night electric lights shine attractively from the center of the emblems.

### Dallas, Tex.

111,000 Population

W. C. Barrickman writes: "Twelve scholarships will be offered this year by the Dallas Rotary club to boys of Dallas County with high school education and the desire to complete their education at institutions of higher learning. Last year the Rotary club kept nine boys in colleges and universities. The money is given as a loan in monthly installments. Interest at 4 per cent is charged for the loan, but does not begin to accrue until after the boy has finished school. Scholarships are given to high school graduates to help them complete technical or further academic training.

"Boys are sent to any college or university they choose, provided it is an institution of high standard. Eight of the





*A group of Waterloo, Iowa, Boy Scouts on a camping trip with some Rotarian friends*



*The playground at Montgomery, Alabama, the funds for the purchase and equipment of which were raised by the Rotary Club*



*Pittston, Pennsylvania, boys, and Rotarians who took them on a tour of places of local historical interest*

nine boys holding the scholarships last year will continue their work. One of them completed his course at the Bliss Electrical School at Washington, D. C., and was given an advantageous position with one of the largest electrical firms in the country. The club sent one boy to the University of Cincinnati, one to Purdue at Lafayette, Ind., two to Baylor Medical College, one to Terrill School, two to the University of Texas, and one to Rice Institute at Houston. The twelve scholarships will amount to an investment for one year of \$5,000.

#### **Jackson, Tenn.**

*16,000 Population*

The Jackson Rotary club conceived the idea of converting a lake adjoining the city park into a municipal swimming beach. A fund of \$2,000 was raised to purchase playground equipment and prepare the lake for swimming.

The lake was drained, cleaned and sanded, and 25 bath houses were built. The city commissioners co-operated in furnishing a supply of artesian water. From their well flows 600,000 gallons each day into the pool; and from another flowing well, the property of the Street Railway Company, an additional million gallons goes into the lake, thus making this one of the finest and most sanitary Municipal Swimming Pools in the country.

The lake is half a mile long, 300 feet wide, and 6 feet deep. When it is completed it will be turned over to the city commissioners to be operated for the free use of the citizens.

#### **Kalamazoo, Mich.**

*15,000 Population*

"Pretty Lake Vacation Camp will go down on record as having just closed the most successful season since I founded it," writes Rotarian Edward Desenberg. From June 19 to August 30, 315 poor, underfed, and physically deficient little tots were cared for and nourished until at

the close of the season the average gain in weight for each child was 4 pounds. One youngster gained 16 pounds.

"During the entire season it was not necessary to call a physician and no child was taken home on account of illness—the most remarkable health record experienced at the Camp."

#### **Waterloo, Iowa**

*33,000 Population*

"We were slow in getting started in Boys' Work, but, like the bachelor who marries late in life, we are now getting a tremendous amount of solid comfort out of it," says Secretary Alfred Haswell. All you fellows who have been thru it know what we found out—that it is the most worth while work a Rotary club can do; that work which is for today, tomorrow, and the ages to come.

"In March we organized a strong committee—the best men in the club; they will admit it themselves—and set to work. Where we had one troop of Boy Scouts, privately backed and working without very much public encouragement, we now have 11 troops and a membership of 389 of the most upstanding, square-toed, irrepressible boys in the county, each Scout a real assistant in local affairs. The illustration shows a group of the Scouts on a camping trip this summer."

#### **Pittston, Pa.**

*18,000 Population*

A very unique and instructive Educational Tour, which other clubs might emulate, was given the boys of Pittston, Pa. Historic sites, principal buildings, monuments, and other places of interest were visited by 127 boys one August afternoon. They were conveyed throughout Wyoming Valley in 22 automobiles belonging to members of the Pittston Rotary club. A member of the club—Attorney A. T. Walsh—presented a brief word picture of the history and associations of each spot visited.



# ROTARIAN

## *Tolerance*

WHAT is tolerance? It is, generally speaking, allowing someone who disagrees with you to practice his disagreement. Photoplays, hundreds of millions of pages of printed matter, thousands of tons of books, pamphlets and tracts have been written on the subject of tolerance, and yet there is fundamentally no tolerance. What is more, there never will be for the simple reason that there must be a right and wrong way of doing things and right cannot compromise with wrong, or it ceases to be right. To conceive of God, a spirit of infinite good, infinite in all His acts, being tolerant (infinitely tolerant of course, being God) of evil, is absurd, being a contradiction. The Jew has the greatest inheritance of any man on earth because he alone belongs to a race which for uncounted centuries has had the intelligence to perceive that the foundation of the universe must be a Principle intrinsically and singly good because the fountain of all order. While the young races which built Troy, Athens and Rome were still scattered companies of hunters along the shores of the Mediterranean, offering tithes of the hunt upon the altars of woodland and mythical gods, the Jews perceived the infinite intolerance of disorder which is God. Today, the ideal of the world is a Man Who was born in a little Jewish village and in Whose name the worship of the true God of Israel supplanted the worship of idols. Modern indifferentism—another name for materialism, a very ancient thing—affects an easy tolerance: but it is impossible not to believe that the Infinite Center of all that is just must be fearfully intolerant of those who would compromise with filth. Politically, tolerance is a virtue and a necessity in so far as the person of everyone is inviolate and should not be harmed even tho his thoughts be black as Eblis: but even there, let there be no compromise with evil. It is better for a man to be slain in cold blood on the streets of the city than be allowed to live and write a book to poison the mind of one child.

\* \* \*

## *To Those Who Forget*

THE writer passed a monument recently dedicated to soldiers and sailors, and on a bronze tablet was an inscription narrating deeds of valor. The monument of granite will outlast many generations and those whose achievements it commemorates will be old and gone long before the monument is marked by time. But is art the only appreciation that a grateful people should give? Could anything be more incongruous than soldiers and sailors standing in despair in the shadows of the very monuments

lifted to commemorate their deeds? Here is a soldier who does to his body what the high explosives of the enemies failed to do—he destroys it,—and yonder is another who feels the sting of our neglect and, discouraged, also chooses death. The records increase alarmingly and are to increase. Is the Government these men fought to sustain unable to sustain them? Is an expression in cold marble or bronze all that a Nation has to offer? Is the science of our Government so unscientific that it is unable to function on be half of those who gave all they possess? If our statesmanship was strong enough to plan and execute great military maneuvers that resulted in winning a world war, is that statesmanship too supine to set in motion the forces that will hearten these men to turn with enthusiasm to peaceful pursuits? They answered the crisis in the soul of the Nation. Should we not meet the crisis in their own souls? The needs of a single soldier who knew how to fight better for his country than he does for himself should stir us to action. It is a distinct loss of dignity to a City or to a State that one, upon whom the Nation leaned heavily when it was menaced, must now stand alone until he falls. To forget may be human but to remember is divine.

\* \* \*

## *Wrinkles*

THE power of thought depends primarily upon the possession of ideas recorded in tiny grey-clad white blobs of nerve-substance located in the surface lining of the upper brain. Every time a man has a new idea, he makes a new record of this kind. Thought is simply a combination of ideas, a relating of one idea to another, a connecting-up process, as tho each idea were a car in the train of thought. The ability to think is limited by the extent of each individual's library of recorded ideas; but there is, apparently, no limit to the library space offered by nature. Thousands of ideas can be filed away in a tiny fold of the cerebrum: indeed it is said that man's entire vocabulary occupies less space in his brain than would accommodate a hazel nut: and when more space is needed to accommodate growing ideas, simply a new fold is formed. These folds, or convolutions, are what cause the wrinkled appearance of the dissected brain. Each fold forms its wrinkles on the outer surface of the brain: hence, possibly, the expression "a new wrinkle" to express the conception of a new chain of related ideas. "New wrinkles" actually produce new wrinkles in the nerve-stuff of the brain; while the lack of them often produces new wrinkles in the epidermis of the forehead. It is better to develop one new wrinkle in the cerebrum than half-a-dozen between the eyes. Think!



# EDITORIALS



## *That "Go It Alone" Bunch*

SOMEbody says there is a club somewhere that doesn't see what good the International Association is to it; that doesn't see any need to go to District Conferences or International Conventions; that says it can get along by itself. It may be found that the members of that club have really never been outside of their own gates. Fifteen years ago there was only one club. The members always had to explain what a Rotarian and a Rotary Club was. Today, hardly anywhere, in the English-speaking world, at least, is it necessary to explain to any one what a Rotary Club is or what a Rotarian is. This enlightenment of the world never would have come from merely one club. It has come from the existence of hundreds of clubs united into a great fellowship, where all are doing similar things. The world is interested in Rotary, gives honor to Rotary, refers to Rotary as a worthy example, not because there is one Rotary Club, but because there are seven hundred and more of them and because there is an International Association of them.

\* \* \*

## *Good Work for Highways*

THE United States is a big country. Good roads are a necessity. The Federal Highway Council, a volunteer national organization, is credited with making a notable contribution to the effort to accomplish an intelligent and economic highway development. This Council is urging the development of a national policy (United States) providing for the establishment of a national highway system to be constructed and maintained by the Federal Government which will in turn provide helpful co-operation with the states in their state problems. The Council is frequently called upon by foreign countries for practical suggestions of methods of financing and promoting good road campaigns in such countries. Realizing the importance of good roads in building up such countries and thereby increasing the possibility for exportation of American manufactured products, the Council will establish an International Highway Development Bureau for the purpose of studying highway development in such foreign countries as are now seeking help. Naturally the Chairman of the Council is a Rotarian—S. M. Williams of Lima, Ohio.

\* \* \*

## *Will It Work Both Ways?*

IT is getting to be a general custom to name prices in a contract and then add in small type words to the effect that if the contractor finds that his expenses have been greater than estimated, he will increase his charges proportionately. Well, now, how would it do

for the other person to the contract to stipulate that he will pay a certain price for certain goods or certain services, unless he finds himself with less ability to pay than he expected, in which case he will decrease proportionately the amount he will pay in settlement of his contract?

\* \* \*

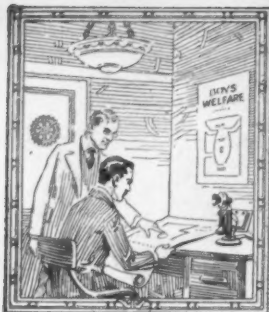
## *Sauce for the Gander*

BRITISH and French workers propose to prevent war by refusing to transport soldiers and munitions. Maybe that plan will work. Here is another one: whenever any congress, parliament or other civilian body declares war, let it be the understanding that as soon as the combatant forces have seen six months' active service the best qualified wounded individuals from such forces will be detailed to sit in parliament or congress and the honorable members, senators, lords, et al. will take their places with the combatant forces. And while we forbid our combatant forces from looting the enemy, let us likewise forbid our civilian forces from making any profit from us or our allies. Would this plan also work?

\* \* \*

## *Corruptissima Republica, Plurimae Leges*

"THE more corrupt the State, the more numerous are its laws," wrote Tacitus the historian nineteen centuries ago; and his remark is as apt as tho it had been written of the Twentieth Century instead of the First. Lawlessness begets a multiplication of laws which in turn promote a general disregard for all law: a vicious circle the disastrous effects of which are apparent particularly in the United States of America. One hundred thousand persons pass thru the prisons and jails of this country every year,—a little less than one-tenth of one per cent of the population per annum. In ten years, one million people will have been in prison; in twenty years, two million; all well within the lifetime of one generation. The people of America are the most legislated against people on earth; they are forbidden more things than any other people in all history—and they are the most lawless of any of the great Powers, Christian or otherwise. There is nothing bombastic in any of the above statements: they are literally and absolutely true. Order in the State rests not on the promulgation of a network of prohibitive legislation, but in the proper training of children. It would appear, therefore, that as far as a dangerous proportion of the population is concerned, education of the young in America up to the present has been rather a pitiful fiasco.



# CLUB NOTES



**POUGHKEEPSIE, NEW YORK.**—An inter-city meet, arranged by the Rotary Club of Poughkeepsie, recently brought together more than two hundred Rotarians of the Third District in the Hudson River Valley. Albany, Kingston, Newburgh, Peekskill, Middletown, Port Jervis and Poughkeepsie took part in baseball games, tennis matches and golf. At 5 o'clock there was a motion picture show at the Stratford Theater and at 6:30 o'clock dinner was served in the Masonic Temple. District Governor Charles Lee Reynolds, of Newark, made his first official visit to Poughkeepsie on this occasion. Entertainment was provided by Rotarian talent.

**LONDON, ENGLAND.**—Rotarian Herbert P. Coates, of Montevideo, Uruguay, has been in London and left a wide path of good cheer and merriment in his wake. He got out a song sheet for the Londoners, which some of the more conservative were afraid would cause trouble, but Herb states that by the time they got to song No. 5 one chap dropt his eyeglass in his soup from laughing. Herbert leaves London for Leeds and Sheffield, and if he carries on in the same manner there as he did here, he will be the greatest little beam of sunshine that ever struck the Midlands.

**FLORENCE, SOUTH CAROLINA.**—J. Wilbur Hicks, Rotarian, was united in marriage, on September 23rd, to Miss Neilie McMillan, of Florence. Wilbur recently accepted a position as Dean of the newly-created law school of Furman University, Greenville, South Carolina, which it is planned to make the equal of any law school in the South. He is a graduate of Furman University and holds the degree of Doctor of Jurisprudence from the Law Department of the University of Chicago.

**CHARLESTON, SOUTH CAROLINA.**—In addition to boys' work activities, the Charleston club has taken up in earnest the up-building of highways in coastal South Carolina where good roads are badly needed. In one phase or another, highways are usually discussed, if informally, at every meeting of the Rotarians. It is likely that Charleston will be represented at the Edinburgh Convention by two delegates.

**TAMPA, FLORIDA.**—Immediate past president Brorin is on an extended tour of Europe. In the course of his travels, he will visit the clubs in the British Isles and possibly the new one in Paris.

**SIoux FALLS, SOUTH DAKOTA.**—The Rotary Club entertained the District Presidents' and Secretaries' Conference, which was held in this city early in the Fall. The Conference, which is an annual affair, was

## Chief of the American Legion



*Rotarian F. W. Galbraith, Jr., of Cincinnati, recently elected Commander of the American Legion*

attended by Presidents and Secretaries of the 52 Rotary Clubs in the District. The sessions lasted for three and one-half days. There was a State Conference of the Rotary Clubs of South Dakota in Sioux Falls on October 6th, which was the first State Conference ever held in the District.

**POTTSTOWN, PENNSYLVANIA.**—The Rotary Club was recently address by Mrs. Charles C. Van Buskirk and Mrs. David Todd Jones, two past presidents of the Century Club. Mrs. Van Buskirk traced the progress of women from the dark ages, when they pounded corn in a stone mill, to the present era of enlightenment, when they pound the gavel in a stone club house.

**RICHMOND, VIRGINIA.**—The city has enlisted the active help of the Rotary Club in its campaign against rats. Southern cities are greatly concerned over the spread of bubonic plague and Rotarians everywhere are helping in precautionary measures to guard against the possibility of its spread.

**BETHLEHEM, PENNSYLVANIA.**—The Rotary Club recently elected Charles M. Schwab, Warren A. Wilbur, E. G. Grace and Dr. W. L. Estes honorary members of the club.

**EL PASO, TEXAS.**—Alf E. Rowlands, past president of El Paso Rotary and past International Sergeant-at-Arms, was elected an honorary member of El Paso Rotary recently. He has gone to Cardiff, Wales.

**HUNTSVILLE, ALABAMA.**—The Rotary Club, at a regular meeting, recently discussed the proposed quarter of a million dollar Baptist hospital and, after due consideration, recommended that \$50,000 and a free site be offered the Alabama Baptist Hospital Board provided they invest as a minimum \$125,000 in the project.

**ENID, OKLAHOMA.**—A regular meeting of the Club recently was held at Waukomis, Oklahoma, ten miles from Enid. Rotarians, forty strong, left Enid in autos and previous arrangements were made whereby the Waukomis Chautauqua Association furnisht luncheon. About thirty business men of Waukomis joined the Rotarians. The meeting has made for more cordial business relations between the two cities.

**LEXINGTON, KENTUCKY.**—At a recent meeting of the Rotary Club the program was devoted to discussions of three leading articles in the current issue of *THE ROTARIAN*, which proved to be interesting and an instructive feature of the day.

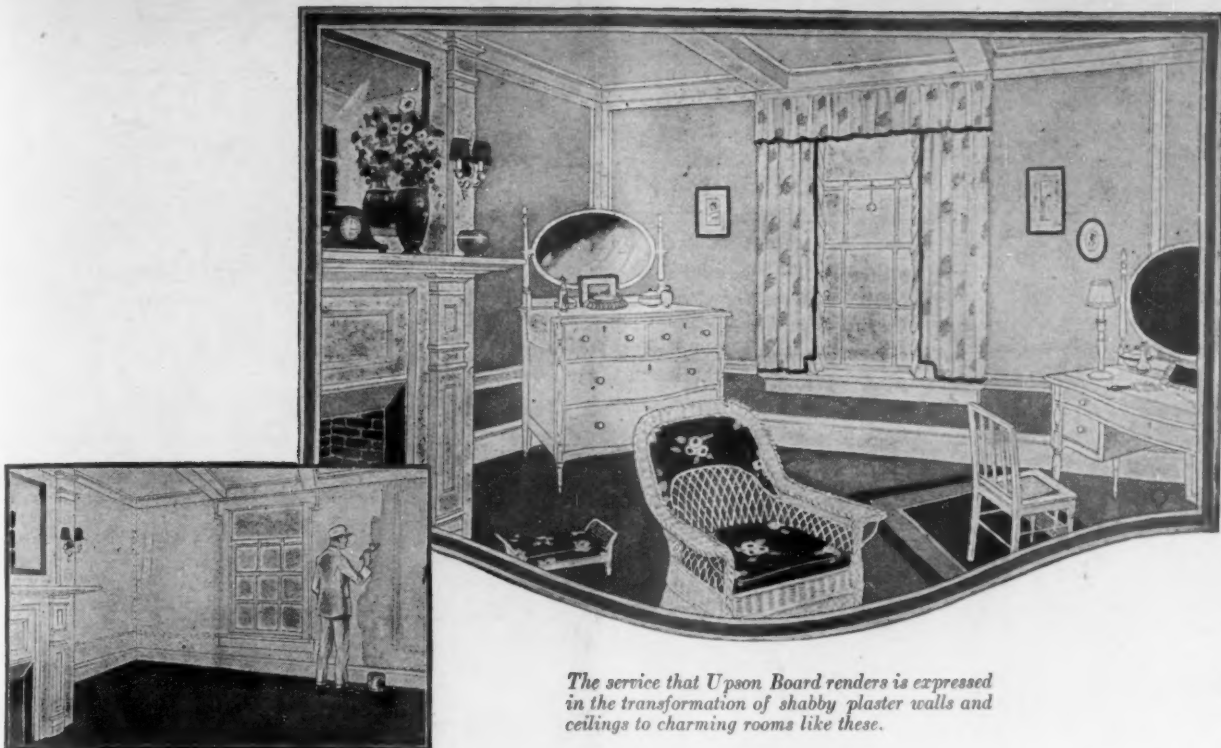
**SAVANNAH, GEORGIA.**—At the first meeting of the Savannah Rotary Club after the Legislature of Tennessee put that state in the Hall of Fame as a Perfect 36, the Women Suffrage leaders of Savannah were the guests of the Club and the luncheon was in the nature of a celebration of the Women's victory.

President Harris called twenty members of the Club before him and questioned them as to how their wives stood on the suffrage question, making those whose wives were for suffrage stand on one side of the room, and those whose wives were anti-suffrage stand on the other.

Before he had half finisht sorting the sheep from the goats, the room was in an uproar, for the husbands of all of the suffragettes could have walked under a five-foot-two door post, while the husbands of

*(Continued on page 234)*





The service that Upson Board renders is expressed in the transformation of shabby plaster walls and ceilings to charming rooms like these.

## “—who serves best”

*A bit of business history which casts an interesting light on the motto of Rotary*

**D**OES it really pay to serve, in all that the word implies—in business, I mean?

The Upson Boys of Lockport will tell you it does!

They have proved it! In seven short years they have built a *world-wide* business with sales running into the millions.

They make wall board—*Upson Board*. This board is used for walls and ceilings in every kind of building in place of lath and plaster, steel and other materials ordinarily used for interior linings.

Upson Board also has other uses, in fact it is called the board of 100 uses for use in 1,000 places. Its uses are almost unlimited, for this board goes into the manufacture of dozens of other products in place of lumber, veneer and light steel.

The ambition of the Upsons from the first was to make good wall board—the *best*. They knew that the boards then on the market were not entirely satisfactory. Some were soft and punky—warped easily. Some were so weak that they pulled from the nails. And practically all of them “drank” paint because of their porosity.

So a better and more dependable board came into existence. It was the result of months of research, investigation and experimenting by the Upsons. The result was so

successful that the creators had no hesitation in giving it their name—“*Upson Processed Board*”.

The new board was *different*! It was a trail blazer. Not only was it harder and stiffer than other boards on the market—but it was the first board to be made 4-ply—the first to be scientifically *processed* so that every panel was kiln-cured to minimize expansion and contraction—waterproofed to resist the penetration of dampness and water—surface filled to afford a non-absorbent painting surface that eliminated the customary “size coat”—took less paint per coat and fewer coats.



Try to break a piece of Upson Board with your fingers. You'll find it surprisingly strong and stiff.

Most important of all, Upson Board was nearly *twice as strong*! The famous Mullen Testing machine proved it tested nearly 400 pounds to the square inch, whereas other boards tested from 220 to 240 pounds. This greater strength meant that Upson Board would hold to the nails where other boards pulled away.

Yes, Upson Board is made good to make good—to *serve*. It has earned the reputation of the “dependable board” because of its remarkable record of less than one complaint to every 4,000,000 feet sold and used.

Sales have grown—almost automatically.

The little experimental workshop quickly gave way to a modest factory which in turn gave way to a modern plant. Ever since the inception of the Company, quietly and steadily, the Upson business has grown—and grown—and grown—until today it covers fifteen acres and is said to be the largest and most completely equipped wall board plant under one roof anywhere.



Cut a piece of Upson Board with your knife. “Just like a piece of wood!” you will exclaim.

Of course, like every product that has set a standard, Upson Board has its imitators. Some have striven to reproduce the smooth hard surface—some have tried to make a board that “looked like blue-center Upson Board” by incorporating centers of brown, gray, black or green. Practically every board on the market now claims one or more of the qualities first incorporated in Upson Board.

Today the Upson Boys (yes, Rotarians—call them Charley and Harry, or pay 10c fine) are still striving to “serve”. With them, however, it is not a question of quantity but of quality. They have *proved* it *pays* to make the best.

## Largest Marine Map



Rotarian W. G. Miskella of Chicago (on the ladder) at work on the largest marine map of the world ever made. It is for the United States Marine Board

the anti-suffragettes all measured over six feet.

MICHIGAN CITY, INDIANA.—On October 8th the Rotary Club of Michigan City entertained the members of the staff of International Headquarters at a picnic and christening in Michigan City. The picnic took place in a beautiful grove of trees near the city. Later the members of the staff were driven to the Dunes where an unmaned dune was christened "Mount Rotary" by President Joe Hays of the Michigan City Club. In the course of the ceremonies George Redpath, who had been skipping around the outskirts of the crowd, discovered a keg of fine old Spanish wine which had been hidden there three hundred years before by a Spanish conquistador named Savilla. Savilla is now the most popular Spaniard in Michigan City.

PAWTUCKET, RHODE ISLAND.—The Rotary Club Ladies' Day was held at the Pomham Club. There was a delicious fish dinner served and in the words of the country news editor, "a good time was had by all."

SEATTLE, WASHINGTON.—General John K. Witherspoon, a member of the Rotary Club, has recently been elected Commander-in-Chief of the United Spanish War Veterans.

HUNTSVILLE, ALABAMA.—Honorable H. B. Chase recently read a communication before the Rotary Club in reference to the spread of lady bugs in Alabama tending to show that the entire leguminous crops of the state are being endangered by the rapid spread of this bug.

BATAVIA, NEW YORK.—The Rotary Club of Batavia is making visits *en masse* to the Rotary Clubs of neighboring towns. So

far visits have been made to Canandaigua, Lockport, Niagara Falls, Buffalo and Tonawanda.

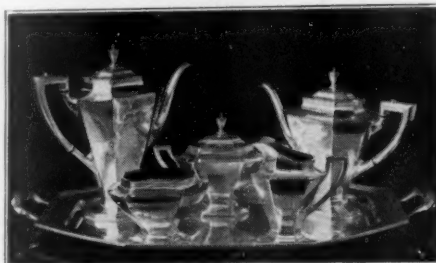
BUTTE, MONTANA.—Montana Rotarians held an inter-city meeting at Broadwater Hotel in Helena recently, which was the most successful Rotary meeting in the state. As a result of the spirit exhibited by the individual clubs at this meeting, Rotary in Montana is progressing with typical mountain pep.

LETHBRIDGE, ALBERTA.—The Rotary Club in conjunction with the Commercial Club of Coaldale, a pretty little village about ten miles from Lethbridge, joined hands recently in staging an Agricultural Fair at the Lethbridge Exhibition Grounds. The effort was a great success and added \$1,500 to the Rotary Club's Community Fund. Rotarians have discovered that the Coaldale district is full of good Rotarians who are only barred from membership for geographical reasons.

SPRINGFIELD, ILLINOIS.—The Rotary Club has been active in all lines of community betterment, but recently has taken up in particular the work of developing school athletics in harmony with the School Board. They have also instituted a campaign to secure better school attendance from the poor boys and have gotten good results along this line.

BELLINGHAM, WASHINGTON.—Rotarians took off their coats and helped put over the port project here recently. Bill Vines swiped and adapted Atlanta's slogan thusly,

## For a Good Ship



Silver service presented to the Steamship "City of Winston-Salem" by the Rotary Club of Winston-Salem

"Pull for Bellingham or pull out. No port, no city." The port project went over in the city with an average vote of 9 to 1. Vines was chairman of the Port Committee.

WISCONSIN RAPIDS, WISCONSIN.—The Rotary Club crowned the summer season with a monster picnic to which the neighboring towns were invited. Merrill, Stevens Point and Wausau responded to the invitation with big delegations in holiday attire. The affair surpassed all previous efforts, one hundred and five Rotarians registering at the river bank. They were transported to Tom Taylor's cottage on a big paper mill scow accompanied by a lively brass band.

## A Toast to Savilla



The discovery by George Redpath at Michigan City recently of an interesting relic of the Spanish explorer Savilla

BERKELEY, CALIFORNIA.—Dr. David P. Barrows, president of the University, addressed the Rotary Club recently. He was succeeded at the same meeting by Miss Nellie Cho Wong, a Chinese lady, a graduate of several American universities, including the University of California, who is going to her native land to help her people to a higher development of nationality.

CAIRO, ILLINOIS.—The Rotary Club is proposing to assist the American Legion Post in fitting up club rooms. They have also arranged for street and traffic signs to mark the principal corners of the city. The club will be represented at the International Convention at Edinburgh, Scotland, by three members.

PITTSBURG, KANSAS.—The Rotary Club gave a banquet recently in honor of two newly-wed members, George W. Pogson and Paul Shriver. The party lasted for three hours, during which time the two brides were presented with joke presents and later with solid silver water pitchers.

CINCINNATI, OHIO.—Colonel F. W. Galbreath, a member of the Rotary Club and a nominee for President of the International Association of Rotary Clubs at Atlantic City, has been elected Commander-in-Chief of the American Legion.

NEWCASTLE, PENNSYLVANIA.—The Rotary Club was host to visiting delegations from six neighboring cities recently at the annual Rotary picnic. It was a huge success and when the picnic itself was over festivities were continued at Carnegie Auditorium. Among those present was the poet, Douglas Malloch.

WARSAW, INDIANA.—The inter-city Rotary picnic and meet held at Winona Lake was a huge success. Goshen, Fort Wayne, Columbia City, Elkhart, Peru and Huntington were entertained by the Warsaw Rotary Club. Over three hundred were present. The afternoon was spent in games and outdoor sports. In the evening entertainment was furnished by some of Indiana's leading entertainers.

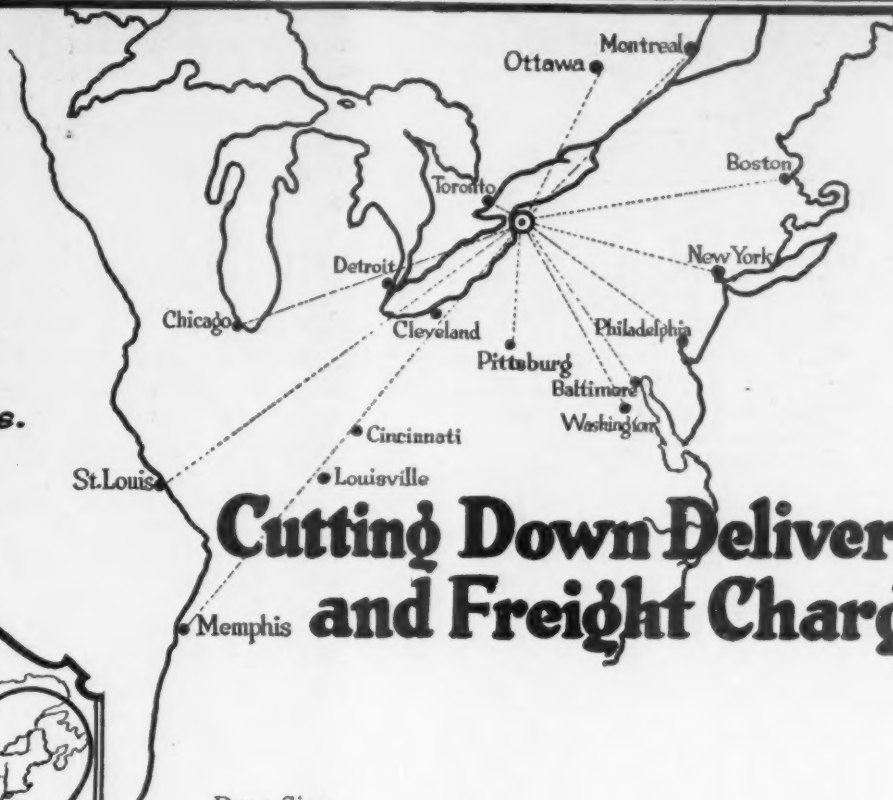
MIAMI, OKLAHOMA.—An edition of the *Miami News* came out recently with a large scare-head across the front page and

(Continued on page 240)



# THE TONAWANDAS

New York 10 hrs.  
 Boston 13 hrs.  
 Chicago 12 hrs.  
 Detroit 5 hrs.  
 Pittsburg 6 hrs.  
 Cleveland 4 hrs.  
 Philadelphia 11 hrs.  
 Toronto 3 hrs.  
 Montreal 5 hrs.  
 Washington 11 hrs.  
 St. Louis 15 hrs.  
 Cincinnati 11 hrs.  
 Indianapolis 12 hrs.  
 Memphis 24 hrs.  
 Louisville 15 hrs.  
 Nashville 21 hrs.  
 Baltimore 11 hrs.



## Cutting Down Deliveries and Freight Charges



### In the Heart of America The Tonawandas

1. The Chief Marine and Rail Gateway between the Great Lakes and the Atlantic, and between the United States and Canada.
2. Reliable, and cheap electric power from Niagara.
3. Superior labor supply, with open shop the rule.
4. Within 12 hours' ride of 70 per cent of United States' and 80 per cent of Canada's population.
5. Basic raw materials and diversified manufacturing within or close to the community.
6. Progressive living — and working conditions; center of rich agricultural and fruit belt; equable climate.
7. The billions of financial resources of the Buffalo - Niagara Frontier District.



Dear Sirs:

When comparing your proposals with those of competitors careful buyers will figure on transportation costs and time required for delivery.

These determining items can be greatly in your favor—if your plant is located at the Tonawandas—as can be seen from the list at the upper left hand corner of this page.

These advantages also apply to your raw materials. Your raw materials can be cheaply laid down at the Tonawandas due to their nearness, to cheap water transportation, and to railroad trunk line service on the N. Y. Central Lines, Erie, Lehigh Valley, Grand Trunk. The Lackawanna and Pennsylvania have secured right of way and authorization to enter the Tonawandas.

Then, too, all the other basic conditions are right for assuring maximum returns on your invested capital.

Let us send you the complete facts.

Very truly yours

CHAMBER OF COMMERCE OF THE TONAWANDAS

Tonawanda, N. Y.

North Tonawanda, N. Y.

Send  
For  
This  
Booklet

Cut out this corner as a reminder to write for Free Illustrated Booklet on the Tonawandas. Please use your letterhead.

## The Rotarian's Open Forum

These columns are open to readers of the magazine for the discussion of questions of general interest or vital import. Contributions should be brief. Being expressions of individual opinion, they are presented without approval or disapproval.

### More Rotary Clubs in Big Cities?—No

I HAVE read with a great deal of interest the article by James W. Briscoe in the September, 1920, *ROTARIAN*.

He has some very good arguments but wouldn't his plan of more than one Rotary Club in a large city such as Baltimore, Philadelphia, Chicago, New York, Pittsburgh, San Francisco and London, tend to confusion and strife?

Rotary is so firmly established now and so well thought of that we ought to be very careful that nothing be done to create jealousies or bitter feelings and this would certainly happen if more than one Rotary Club existed in any city.

Even tho a man in business in a large city may find it inconvenient to get down town or away from his section to attend a luncheon, the fact remains that he would have, if there were more than one club, an active competitor in a member of another Club in another section of the city, because his business is not limited to the section of the city in which he has his place of business.

#### The Unacceptable Member

THEN there may be an application from a man who would not be acceptable to one Club and he may be taken in by some other Club in the city. There would also be the danger of a clashing in the interests of the Clubs. One Club may be more or less dominated by some few men in the Club who may favor one plan and the other Rotary Club or Clubs would oppose it.

It seems to me that it would be practically impossible successfully to assimilate more than one Rotary Club. As a matter of fact, more than one Club in a city would be an entering wedge that some day would disrupt Rotary entirely and we ought to go slow. Rotary is on a firm foundation. It is in the eyes of the world and in the hearts of mankind and nothing should be done to disturb it.

It is true other Clubs are being formed, but are they carrying out some of the work that Rotary was designed to do? Aren't they imitations of Rotary? But,

whether imitations or not, is not Rotary big enough to let them live and not attempt to crowd them out? They are doing a good work and Rotary should serve by encouraging their good work.

#### Go Slow

ROTARY will develop in any city, large or small, and particularly in the large cities, as it serves; and the more service, the more honor to the Rotary Club of any city. Go slow I would say. Do nothing that will tend to let Rotarians or the world believe that Rotary is not doing its full duty; and if you permit more than one Club in larger cities, you will at once make an admission that Rotary has failed of the very purpose for which it was organized.

—Geo. W. Bahlke.

Founder and former Vice-President of the Richmond Club.

Member of the Baltimore Rotary Club. Chairman of State-Wide Rotary Extension of the Baltimore Club for Maryland.

### Associate Membership in Kiwanis Clubs

THE following clipping from *The Kiwanis Magazine* indicates that notwithstanding their more liberal rules as to membership, the Kiwanians are coming to recognize some of the disadvantages of having associate members, or as we call them in Rotary "one additional active member".—By the way, who is going to devise a word which will take the place of this awkward phrase, a word which will indicate one who is a full active member of a club and yet holds his membership only by virtue of association in business with someone who has previously become a member of the club?

"An amendment to the International Constitution was placed before the Portland Convention for consideration, which was intended to test the sentiment of Kiwanis Clubs concerning certain additional classes of local club membership, among which was 'associate.' For certain reasons this particular amendment was withdrawn from consideration, by action of the convention, with the result that the convention did not express either its approval or disapproval of the types of

membership involved in the proposed amendment.

"A few of the older Kiwanis Clubs—established before the time when any general rules for guidance of Kiwanis Clubs existed—have had a class of membership known as 'associate.' An 'associate' member is a business associate of an active member, the 'associate' membership ceasing to exist if for any reason the active membership, upon which it is dependent, ceases to exist.

"Nearly one hundred and fifty Kiwanis Clubs have been established since the extension work has been conducted by International Headquarters. These clubs represent more than half of the existing Kiwanis Clubs. Each of these new clubs have adopted by requirement a set of standard local club by-laws which do not contain any associate membership provision.

"The Board of Trustees, at their session in January of this year, carefully reviewed the subject of 'associate' membership. They went on record as opposed to the creation of such a membership for the following reasons:

"1. Because the 'associate' membership, since it is dependent upon an active membership in the same firm or

business enterprise, lends obvious support to the theory that Kiwanis memberships may be held by firms as well as, or instead of, by individuals. Kiwanis memberships are individual and may not be held by firms. The only exceptions to this rule are the few firm memberships which today exist in clubs affiliated in the early history of Kiwanis.

"2. Because allowing an 'associate' member would tend to minimize the value of active membership in Kiwanis. Men are chosen for membership because of their particular desirability as Kiwanians. If the club had been interested in having another member of the same business firm as a member the other man would have been chosen rather than the one who holds the active membership.

"3. Because the board heard only one argument for 'associate' membership which was to the effect that when the active member cannot attend the Kiwanis meeting the 'associate' may attend and the active member be marked 'present.' One of the answers to this argument is that such a plan serves to allow responsibility for attendance to rest lightly upon the active

(Continued on page 245)





# Champion

## Dependable Priming Plugs



### No Trouble to Start Cold Engines

**W**HY struggle with a balking cold engine this winter? Save your temper and batteries by quick, sure starting on the coldest mornings.

Get a set of Champion Dependable Priming Plugs. They make speedy work of starting cold engines.

In zero weather, your motor fires instantly with these plugs that introduce the priming gas into the cylinders at the one most effective spot. The gas trickles down the plug core and over the sparking points; exactly where the spark jumps and is hottest.

**Champion Spark Plug Company, Toledo, O.**

*Champion Spark Plug Co., of Canada, Limited, Windsor, Ontario*

*All dealers sell Champion Dependable Priming Plugs. They cost only \$1.50 each. Get this necessary winter equipment today.*

# New Rotary Clubs

By Cecil B. Harris

**C**LUBS recently elected to membership in the International Association of Rotary Clubs. Native sons away from home and others interested will send these clubs a few words of welcome.

**NORWICH, CONNECTICUT, CLUB No. 675.**

Special Representative, Henry H. Vignot of New London; president, Joseph C. Worth; secretary, Edward H. Baker, Jr.

**MONCTON, NEW BRUNSWICK, CANADA, CLUB No. 676.**

Special Representative, J. H. Norton, (Formerly of R. C. Halifax) Moncton; president, J. A. Marven; secretary, J. H. Norton.

**RHINELANDER, WISCONSIN, CLUB No. 677.**

Special Representative, A. H. Zimmerman of Wausau; president, Charles F. Smith; secretary, J. D. Mylrea.

**MIDLAND, MICHIGAN, CLUB No. 678.**

Special Representative, James C. Graves of Saginaw; president, Frank Hardy; secretary, Earl W. Bennett.

**HACKENSACK, NEW JERSEY, CLUB No. 679.**

Special Representative, John M. Campbell of Passaic; president, Andrew Stertzer; secretary, C. M. Dalrymple.

**OSHAWA, ONTARIO, CANADA, CLUB No. 680.**

Special Representative, Norman W. Tovell of Toronto; president, H. E. Smith; secretary, Charles P. Davis.

**BISMARCK, NORTH DAKOTA, CLUB No. 681.**

Special Representative, W. W. Scott of Fargo; president, F. L. Conklin; secretary, Raymond Bergeson.

**ESCANABA, MICHIGAN, CLUB No. 682.**

Special Representative, Frank B. Spear of Marquette; president, R. E. MacLean; secretary, James C. Baker.

**BROWNWOOD, TEXAS, CLUB No. 683.**

Special Representative, Grocer C. Mayne of Fort Worth; president, Chester Harrison; secretary, James C. White.

**MODESTO, CALIFORNIA, CLUB No. 684.**

Special Representative, Charles Bird of Stockton; president, George P. Schafer; secretary, LeRoy M. Morris.

**LOVELAND, COLORADO, CLUB No. 685.**

Special Representative, Thomas W. Potter (formerly of R. C. Greeley) Loveland; president, Thomas W. Potter; secretary, Henry S. Sherman.

**LA SALLE, ILLINOIS, CLUB No. 686.**

Special Representative, Maurice Lennon of Joliet; president, William E. Fitch; secretary, Roy H. McClure.

**CLINTON, OKLAHOMA, CLUB No. 687.**

Special Representative, Ed. Merkel of Hobart; president, I. U. Smith; secretary, Wm. C. Smoot.

**BOZEMAN, MONTANA, CLUB No. 688.**

Special Representative, Paul Trigg (formerly of R. C. Lewiston) Bozeman; president, Alfred Atkinson; secretary, Paul R. Trigg.

**NANAIMO, B. C. CANADA, CLUB No. 689.**

Special Representative, W. C. Shelly of Vancouver; president, George S. Pearson; secretary, James Galbraith.

**BELLEVIEW, ILLINOIS, CLUB No. 690.**

Special Representative, Harry Kramer of East St. Louis; president, John H. Conroy; secretary, Arthur Eidman.

**PITTSFIELD, MASSACHUSETTS, CLUB No. 691.**

Special Representative, Percy O. Dorr of Springfield; president, H. Calvin Ford; secretary, Geo. H. Copper.

**DENTON, TEXAS, CLUB No. 692.**

Special Representative, W. C. Barrickman of Dallas; president, W. T. Bolton; secretary, Wylie Smith.

**ORLANDO, FLORIDA, CLUB No. 693.**

Special Representative, John A. Turner, Jr. of Tampa; president, J. F. Holbrook; secretary, S. Kendrick Guernsey.

**CHILLICOTHE, MISSOURI, CLUB No. 694.**

Special Representative, Russell F. Greiner of Kansas City; president, Wm. G. Keath; secretary, Allen Moore.

**EVELETH, MINNESOTA, CLUB No. 695.**

Special Representative, Herbert Warren of Duluth; president, James C. Hartness; secretary, James C. Poole.

**STERLING, COLORADO, CLUB No. 696.**

Special Representative, H. D. Parker of Greeley; president, S. E. Naugle; secretary, Clyde W. Seymour.

**GOLDSBORO, NORTH CAROLINA, CLUB No. 697.**

Special Representative, Walter A. Edger-ton of Wilson; president, Graves J. Smith; secretary, Oscar A. Hamilton.

**WEST POINT, GEORGIA, CLUB No. 698.**

Special Representative, Isham J. Dorsey of Opelika; president, Wm. C. Lanier; secretary, Wm. H. Huff.

**BAYONNE, NEW JERSEY, CLUB No. 706.**

Special Representative, District Governor's acting Deputy Walter G. Muirhead, acting personally; president, John H. Mahnken; secretary, Edward G. Brown.

**GREENVILLE, MISSISSIPPI, CLUB No. 700.**

Special Representative, W. K. Herrin of Clarksdale; president, W. P. Kretschmar; secretary, H. B. Crosby.

**LAWRENCE, MASSACHUSETTS, CLUB No. 701.**

Special Representative, Leonard O. Philbrick of Haverhill; president, Frederick N. Chandler; secretary, Walter I. Churchill.

**MONTE VISTA, CALIFORNIA, CLUB No. 702.**

Special Representative, R. G. Breckenridge of Pueblo; president, Loren B. Sylvester; secretary, Westel Wallace.

**PRICE, UTAH, CLUB No. 703.**

Special Representative, Joy H. Johnson of Salt Lake City; president, Carl R. Marcusen; secretary, Ralph E. Cloward.

**CHAMBERSBURG, PENNSYLVANIA, CLUB No. 704.**

Special Representative, Mark Mellor of Hagerstown; president, H. A. Kottcamp; secretary, Stuart L. Brown.

**LA JUNTA, COLORADO, CLUB No. 705.**

Special Representative, District Governor Roger H. Motten, acting personally; president, George W. Milliken; secretary, Reg. Garvin.

**FALLS CITY, NEBRASKA, CLUB No. 699.**

Special Representative, Dr. B. F. Bailey of Lincoln; president, John F. Martin; secretary, James R. Jaquet.

**TROY, ALABAMA, CLUB No. 707.**

Special Representative, W. F. Black of Montgomery; president, J. Alexander Henderson; secretary, Emory Folmar.

**CENTRALIA, ILLINOIS, CLUB No. 708.**

Special Representative, E. V. Huston of Decatur; president, Drew Tufts; secretary, Charles Wham.

**TYLER, TEXAS, CLUB No. 709.**

Special Representative, H. V. Hamilton of Palestine; president, T. A. Shelby; secretary, Ray Modrall.

**PRINCETON, ILLINOIS, CLUB No. 710.**

Special Representative, C. M. Carpenter of Kewanee; president, Carey R. Johnson; secretary, A. Wm. Anderson.

**NORTH PLATTE, NEBRASKA, CLUB No. 711.**

Special Representative, Dan Morris of Kerney; president, Frank L. Mooney; secretary, Newton E. Buckley.

**WARREN, ARKANSAS, CLUB No. 712.**

Special Representative, Lew Stephen of El Dorado; president, Ernest L. Wise; secretary, Zoeth K. Thomas.

(Continued on page 245)



## Camels ring true!

*They'll give you new notions about how delightful a cigarette can be*



**Y**OU get to smoking Camels because you appreciate their fine, refreshing flavor! And, you like them better all the time because they never tire your taste!

Camels quality makes Camels so appetizing, so continuously delightful. And, Camels expert blend of choice Turkish and choice Domestic tobaccos gives them that wonderful mildness and mellow body.

You have only to compare Camels with any cigarette in the world at any price to know *personally* that Camels are a revelation!

And, Camels never leave any unpleasant cigarettey aftertaste or unpleasant cigarettey odor!

*Camels are sold everywhere in scientifically sealed packages of 20 cigarettes for 20 cents.*

R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

# Camel

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## Bring Your Factories to CINCINNATI *The Home of Dependable Power*

In addition to being the home of Dependable Power, Cincinnati is a great center of commerce; it is near the source of raw materials and the center of the country's population; it is served by excellent transportation, and it has a high percentage of red-blooded American workmen and a boundless supply of pure water.

These advantages are attracting many factories to Cincinnati. We have prepared for this influx of factories by building one of the largest and most modern

power producing plants in the world to take care of their needs.

With these wonderful facilities we are able to supply Dependable Power at any hour of the day or night cheaper than the factory owner can make it himself or buy it in most other cities.

We extend every assistance to manufacturers making investigation of Cincinnati's manufacturing advantages. We have able commercial engineers who will come to you with data and details. Shall we come to you—or will you make us a visit?

Write or wire H. J. HOOVER, Commercial Manager

## The Union Gas & Electric Co.

*One of the Columbia Gas & Electric Co.'s Subsidiaries*

CINCINNATI, OHIO

## SILK BANNERS

*You need one for your Club*

We made this banner that was presented to PONCE, PORTO RICO, by the Pittsburgh Club



*Bunting Stamp Co.*  
PITTSBURGH, PA.  
CHAS. H. BUNTING, Rotarian

## Denver, Colorado SAVOY HOTEL

J. G. Nicholas, Manager  
*Rotary Club Luncheon held here Thursdays, 12:15*  
*Visiting Rotarians will please make themselves known*



SNAP SHOT photograph of our famous American Coaster Slide in action. Will take care of one hundred and twenty-five children per minute and is a whole playground in itself. It is manufactured by the only Rotarian in the world who manufactures Playground apparatus exclusively. Write for large illustrated catalogue of every kind of apparatus.

**American Playground  
Device Company**  
W. W. Huffman, Pres. and Gen'l Mgr.  
Rotarian  
ANDERSON INDIANA

## Waxed Carbon Paper

Will not smut, dry out or wrinkle; superior wearing and manifold qualities; will not soil the hands or stationery; make clean, legible copies. Sold direct at factory prices; all colors in light, medium and standard weights. Send \$1.50 for sample box of 50 sheets, legal size. State and weight desired. Money back if not pleased. Address Dept. 9. THE RIBBON WORKS, Galveston, Texas

## Club Notes

(Continued from page 234)

nouncing that all Miami school teachers and Rotarians had been arrested. The startled citizens read this terrible news with dismay until they reached the last line of a long front page story where the editor of the paper stated that it was all a joke.

—R—

DECATUR, ILLINOIS.—The Rotary Club at a recent meeting bade farewell to its president, Reverend Merle N. English, who for four years had been the District Superintendent of the Methodist Church. He left Decatur to become pastor of the First Methodist Church at Oak Park, Illinois. Each member of the club wrote Merle a letter on the letterhead of his business concern. These letters were bound in handsome limp leather and presented to him as a parting gift of Decatur Rotarians. He has been succeeded as president by the genial Fred Kelly.

—R—

BAY CITY, MICHIGAN.—W. G. MacEdward has been elected Secretary of the Board of Directors of the Bay City Chamber of Commerce to succeed James C. McCabe, recently resigned. Both Macs are Rotarians.

—R—

MASON CITY, IOWA.—The Rotary Clubs of Charles City and Mason City had a big blowout recently. Forty-two Mason City Rotarians were entertained at Charles City by the Rotary Club there, initiating a new era of fellowship and good feeling between the two cities.

—R—

WINSTON-SALEM, NORTH CAROLINA.—The Rotary Club has presented a handsome silver service cup to the steamship *City of Winston-Salem* for the use of its officers. The vessel, which is in the service of the United States Merchant Marine, is now plying between South Atlantic and foreign ports. The funds for this gift were made up by individual donations from members of the Winston-Salem Rotary Club.

—R—

BARTLESVILLE, OKLAHOMA.—The Rotary Club claims that its progress to the Atlantic City Convention and back with a delegation of twenty-nine out of a membership of seventy-four was the most triumphant progress made by any Oklahoma organization to and from the Atlantic coast. Bartlesville had one of the most unique exhibits at the Convention, which was carried there in a special car.

—R—

KEWANEE, ILLINOIS.—General Paul A. Wolff, Commander of the 66th Brigade of the 33rd Division, addressed the Rotary Club recently. General Wolff, who won the Distinguished Service Medal, is an old Kewanee boy and was given a great reception.

(Continued on page 242)



# The American School of Osteopathy and the Still Hospitals at Kirksville, Mo.

## Offer Free Treatment for Crippled Children

ANY Rotarian or Rotary Club wishing to have modern scientific treatment given to any poor crippled child or any child otherwise afflicted that can be helped by surgery, orthopedics or hospital treatment can have all this attended to at no expense other than the board and room or possibly the cost expense of some mechanical device in certain cases.

Our hospitals also offer an ideal training course for nurses which is available to young women of public school education to whom

the opportunity of gaining an education for a profession, without any expense, must have a strong appeal.

The Nurses' Training Course requires no tuition and is probably the only profession where college subjects are taught that does not require any tuition. We can put prospects in touch with hospitals in eight different states besides our own.

Incidentally the hospitals furnish the student with uniforms, including shoes, board and room, laundry and in the last year of the course a small amount of spending money.

Why not make a Christmas present of improved health and usefulness to one or more crippled children? All you have to furnish is the railroad fare, board and room. We donate the treatment



Frank Jennings of THE ROTARIAN Staff visited with us in Kirksville for a week and helped us entertain a bunch of "Wheel Chair" kids at the Yankee-Robinson Circus in August. Most of these little cripples are proteges of various Rotary Clubs. Frank is the boy behind the wheel chair at the left.

For further information regarding either proposition address:

Rotarian GEORGE A. STILL

-

KIRKSVILLE, MISSOURI

# Of Course You Are Coming to Edinburgh in 1921!

Prepare Yourself for the Visit by Reading  
"THE ROTARY WHEEL"

The Magazine of the 24th District

Subscription Two Dollars and a Half a Year  
Commencing Any Time

Send your name and address and two dollars and a half to Frank R. Jennings, I. A. of R. C., office 910 Michigan Ave., Chicago, Ill. He will forward them.

By placing your advertisement in "The Rotary Wheel," you will appeal directly to 2,500 of the leading British and Irish manufacturers, jobbers, retailers. You could not choose a better medium. Rates moderate. Obtainable from Frank R. Jennings (address as above) or direct from Thos. Stephenson, Hon'y Sec'y British Association of Rotary Clubs, 6 So. Charlotte St., Edinburgh, Scotland.

## COOK'S

Travel Service

THE LURE OF THE FAR  
EAST

**SIX ESCORTED TOURS** will start from Pacific coast, Jan. 24, Feb. 5, 19, March 5, 16, April 2. Each one offers a rare opportunity to see in comfort and with leisure the large cities of China and their ancient civilization—to spend springtime in Japan when nature showers her most glorious gifts—and last but not least, to see the Philippine Islands and cruise among them.

Itineraries include all points of interest in  
HONOLULU—JAPAN  
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ANTIPODES EUROPE, ETC.

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## Club Notes

(Concluded)

**BISMARCK, NORTH DAKOTA.**—The Bismarck Rotary Club is the first Rotary Club to have a luncheon on top of a hotel instead of in the dining room. At a recent meeting they were invited by the Entertainment Committee to the roof of the McKenzie Hotel, where they were served under the blue canopy of a sunny North Dakota sky.

**PORTSMOUTH, ENGLAND.**—We have exchanged visits with local clubs and arranged inter-club golf contests, during the summer. In July we arranged a special luncheon at which Lord Askwith, K. C. M. G. was the speaker, and the mayor and corporation attended as guests of the club. We have handed over a cheque for £100 to the local hospital and have contributed to other charities, including the Boy Scouts local fund.

**Statement of the Ownership, Management, Circulation, etc., Required by the Act of Congress of August 24, 1912**

OF THE ROTARIAN, published monthly at Chicago, Illinois, for October 1st, 1920.

State of Illinois, County of Cook:

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Chesley R. Perry, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of THE ROTARIAN and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, International Association of Rotary Clubs, Editor, Chesley R. Perry, Managing Editor, George V. Bacon, Business Managers, Chesley R. Perry & Emerson Gause, 910 South Michigan Ave., Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

International Association of Rotary Clubs, an Illinois corporation not for pecuniary profit, no capital stock and no stock-

(Continued on page 244)



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**QUALITY and SERVICE**

**F**ORTY years manufacturing lumber and timber from trees grown in the famous LONG LEAF forests of CALCASIEU PARISH District have made our product known wherever the name of pine is mentioned.

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Mills at Orange, Texas, and Lunita, La.

Offices and export docks at Orange, Texas, to which point please direct your inquiries. Inspection of our plants and facilities cordially invited when you are in this vicinity.



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**EXCHANGE TRUST COMPANY**

AMES BUILDING

BOSTON

PRESIDENT'S OFFICE

October 5th, 1920

Dear Frank:

*That's* I'd like to have you get up a friendly ad for THE ROTARIAN this month, - one that will make every Rotarian who comes to Boston want to drop in on us for a chat, for all the world as though we had been chums for years, - an ad that will make everyone say, "That's a good ad", an ad that offers something wholeheartedly rather than one that asks for something.

Let all your readers know that I am here to serve them, to help them get a line on Boston business conditions, to go the limit gladly, to give them information and help and suggestions if they are contemplating establishing themselves here.

New England industries are advancing with remarkable confidence, solving many problems of readjustment for the country, - her mechanics are reasoning and efficient, relations are harmonious between employers and operatives, thrift prevails, transportation conditions are normal.

These things all mean growth for our bank, greater facilities to offer our friends, whether their need is a checking or savings account or the financing of their business.

Cordially yours

Frank R. Jennings, Esq.  
Advertising Manager, ROTARIAN  
910 South Michigan Avenue  
Chicago, Ill.

*John J. Martin*



**Style and Stability**

## Charlotte Diners For Service

BOARD OF COMMERCE  
Pontiac, Mich.

August 14, 1920.

Charlotte Chair Co.,  
Charlotte, Mich.

Attention W. H. Graham

Gentlemen:

It has occurred to us that your Company may be interested in knowing that our Board of Commerce Dining Room is equipped with seven dozen of your "Charlotte Diners" which have been giving excellent service for the past four years. These chairs were purchased through your local representative, Mr. Clyde Arnold, of the Arnold Furniture Company, who is one of our live-wire members.

We operate the Dining Room in connection with our Board of Commerce home and as we feed about 200 businessmen daily, they receive unusually hard usage. All of the chairs purchased are still in use and are practically as good as new.

I am enclosing herewith a picture which will give you an idea of the kind of place we operate and which shows the "Charlotte Diners" clearly. Very sincerely yours,

C. W. OTTO

Managing Director

If further proof is necessary, write Bill Graham, Rotarian, or see your local furniture man.

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## Statement of Ownership

(Concluded)

holders. Estes Snedecor, President, Portland, Oregon, Chesley R. Perry, Secretary, Chicago, Ill., Rufus F. Chapin, Treas., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) There are none.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is.....

(This information is required from daily publications only.)

CHESLEY R. PERRY.

(Signature of editor and business manager.)

Sworn to and subscribed before me this 27th day of September, 1920. Cecil B. Harris. (Seal.) (My commission expires February 1921.)

## Modern Business Ethics

**"B**USINESS is coming to demand adherence to a code of professional ethics. And in this respect business promises to outdistance the professions in which professional ethics too frequently mean only professional etiquette. American business in certain quarters is evolving standards of professional ethics in the sense that business men are attempting to think out fundamental morality in terms of business activities; trying to analyze just how it is possible for business men, thru the complicated interdependence of modern business, to lie, to steal, to despoil virtue, and to hold slaves by indirect long distance methods; trying to set up standards that will rule these essential immoralities out of American business.

—Glenn Frank (The Politics of Industry).

## A Christmas Gift Suggestion

**T**HIS year why not let us send THE ROTARIAN to several of your friends and relatives as a Christmas gift or remembrance?

A year's subscription to THE ROTARIAN will be an appropriate gift for a friend or relative who is interested in the things in which you are interested. We guarantee that it will be a gift that will bring joy and pleasure and prove an inspiration.

In keeping with the spirit of the occasion we will send to each of your friends an attractive announcement printed in colors and mailed first-class so that it will reach them on Christmas day. Your name will be neatly printed on the announcement as the donor.

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"THE MAGAZINE OF SERVICE"  
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### A Christmas Gift

"The Rotarian,"—the Magazine of Service—will pay you a visit twelve times during the coming year, and may each successive visit find you more and more endowed with the Rich Blessings of life.

That this Christmas Gift may be the means of imparting to you some of the Joy and Happiness of Rotary is the sincere wish of the donor.

From

Facsimile of Christmas Announcement

Originals printed in colors, size 7x10 inches

We are glad each year when Christmas comes around, for it gives us both the privilege and the pleasure of personally serving many Rotarians in this way. A friend always appreciates the gift of a subscription to a magazine and coming twelve times a year it is a constant reminder of your good will and thoughtfulness.

Perhaps you have some business acquaintances—Rotarians in spirit if not in name—who would appreciate the opportunity of reading THE ROTARIAN each month. Make a list today of the names and addresses of a few such friends—send us the list, and we will do the rest. The Christmas announcements will then be mailed out at the proper time to arrive on Christmas day.

Check to cover the amount of the subscriptions can be mailed with your list or if you prefer we will mail you invoice later. There will be no charge for sending the announcements.

## THE ROTARIAN

910 S. Michigan Ave.  
Chicago, Ill.

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Canada, \$1.75; All other countries, \$2.00



## The Rotarian's Open Forum

(Concluded)

member. The other answer is that a resolution unanimously adopted at the Portland Convention states that the attendance record is to be based upon the actual attendance of the active member at the meeting of his own or another Kiwanis Club. No provision is made for substitute attendance so this 'reason' for 'associate' membership is negative.

To summarize:

"a. 'Associate' membership today exists in only a few of the older Kiwanis Clubs, probably not more than twelve.

"b. The Board of Trustees recommends that no more 'associate' members be accepted in those clubs where 'associate' memberships now exist. The present 'associate' memberships will, of course, be allowed to continue to exist until they eventually drop out in the course of time.

"c. No Kiwanis Club now in existence will add 'associate' membership.

"d. Every new Kiwanis Club will adopt standard by-laws which do not contain an 'associate' membership provision."

### New Rotary Clubs

(Continued from page 238)

WAYNESBORO, PENNSYLVANIA, CLUB NO. 713.

Special Representative, W. M. Robinson of Harrisburg; president, N. H. Landis; secretary, C. H. Coover.

COLUMBUS, NEBRASKA, CLUB NO. 714.

Special Representative, Ray W. Hammond of Fremont; president, Camden J. Garlow; secretary, Horatio H. Adams.

LONGVIEW, TEXAS, CLUB NO. 715.

Special Representative, Ike Hochwald of Marshall; president, Ed. H. Bussey; secretary, Phil J. Hayes.

BELVIDERE, ILLINOIS, CLUB NO. 716.

Special Representative, Harold Clark of Rockford; president, Fred A. Onthank; secretary, Mark I. Hall.

BAKERSFIELD, CALIFORNIA, CLUB NO. 717.

Special Representative, Hugo Allardt of Fresno; president, C. V. Anderson; secretary, H. W. Thomas.

WEBSTER CITY, IOWA, CLUB NO. 718.

Special Representative, Lester Mansfield of Fort Dodge; president, E. E. Mason; secretary, George C. Tucker.

STORM LAKE, IOWA, CLUB NO. 719.

Special Representative, S. T. Melvin of Le Mars; president, Walter D. Cocking; secretary, Albert E. Harrison.

MT. VERNON, ILLINOIS, CLUB NO. 720.

Special Representative, C. A. Taylor, Harrisburg; president, Charles H. Thompson; secretary, Earl B. Harrison.

VAN BUREN, ARKANSAS, CLUB NO. 721.

Special Representative, Charles A. Dar-

(Continued on page 246)

## Autumn

TODAY the peace of autumn pervades the world.

In the radiant noon, silent and motionless, the wide stillness rests like a tired bird spreading over the deserted fields to all horizons its wings of golden green.

Today the thin thread of the river flows without song, leaving no mark on its sandy banks.

The many distant villages bask in the sun with eyes closed in idle and languid slumber.

In the stillness I hear in every blade of

grass, in every speck of dust, in every part of my own body, in the visible and invisible worlds, in the planets, the sun, and the stars, the joyous dance of the atoms through endless time—the myriad murmuring waves of rhythm surrounding Thy throne.—*Rabindranath Tagore.*

Things done well

And with a care, exempt themselves from fear;

Things done without example, in their issue Are to be feared. —*Shakespeare.*

# Coal

## Don't Waste It!

Coal will be higher than ever this winter. You'll have to use less of it if you want to keep the coal bill down to anywhere near normal.

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It prevents the costly, wasteful "ups and down" of your furnace fire and maintains an even heat thruout the house by automatically operating the dampers. Your fire cannot go on a rampage, neither can it get so low as to require forced fire to bring it up again. No fuel is wasted. Not a pound of coal is burned unnecessarily.

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The "Minneapolis" has been used successfully for 35 years on any type of heating plant burning coal, gas or oil—lasts a lifetime.

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land, Fort Smith; president, Alex. W. Meier; secretary, Carl Shibley.

**MT. CLEMENS, MICHIGAN, CLUB No. 722.**  
 Special Representative, Elton F. Hascall of Detroit; president, William H. Quackenbush; secretary, Charles M. Kennan.

**TOWANDA, PENNSYLVANIA, CLUB No. 723.**  
 Special Representative, Hart I. Seeley of Waverley, N. Y.; president, Benjamin Kuykendall; secretary, Leon J. Russell.

**PASADENA, CALIFORNIA, CLUB No. 724.**  
 Special Representative, Leo Chandler of Los Angeles; president, H. G. Chaffee; secretary, C. J. Hall.

**MCALLEN, TEXAS, CLUB No. 725.**  
 Special Representative, W. G. B. Morrison of San Benito; president; Edwin R. Bentley; secretary, Isadore Moritz.

**ALAMEDA, CALIFORNIA, CLUB No. 726.**  
 Special Representative, V. O. Lawrence of Oakland; president; John H. Wilkens; secretary, John C. Stannard.

**SALISBURY, NORTH CAROLINA, CLUB No. 727.**

Special Representative, Thomas W. Davis of Winston-Salem; president, Stahle Linn; secretary, P. A. Wallenborn.

**STURGEON BAY, WISCONSIN, CLUB No. 728.**  
 Special Representative, Austin O. Olmsted of Green Bay; president, William E. Wagener; secretary, Earl M. LaPlant.

**PENDLETON, OREGON, CLUB No. 729.**  
 Special Representative, Nelson G. Pike of Portland; president, James S. Sturgis; secretary, Sam R. Thompson.

**DEVILS LAKE, NORTH DAKOTA, CLUB No. 730.**

Special Representative, Roy Baker of Fargo; president, Edward F. Flynn; secretary, C. S. McCulloch.

**HAMMOND, INDIANA, CLUB No. 731.**  
 Special Representative, Cecil B. Harris of Chicago; president, Thomas R. Tennant; secretary, Julius H. Meyn.

**CROWLEY, LOUISIANA, CLUB No. 732.**  
 Special Representative, I. C. Carter of Lake Charles; president, J. G. Medlenka; secretary, J. A. Finley.

**CENTRALIA, WASHINGTON, CLUB No. 733.**  
 Special Representative, T. L. Monson of Seattle; president, Leon E. Titus; secretary, John M. Benedict, Jr.

**EVANSTON, ILLINOIS, CLUB No. 734.**  
 Special Representative, Cecil B. Harris of Chicago; president, Ralph B. Dennis; secretary, Emil Ehmen.

**PORT JERVIS, NEW YORK, CLUB No. 735.**  
 Special Representative, Graham Witschief of Newburgh; president, Harry J. Pippitt; secretary, John Kinney.

(Continued on page 249)



**When you Order Your Next Suit—**  
 Insist that your tailor use ABSOLUTE HAIR CLOTH in the next garment you order and avoid the hair working out of the coat.

**ABSOLUTE Hair Cloth**  
 "The Hair Can't Work Out"  
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# Clubs Maintain Attendance Records

Standing of Clubs in International Rotary Attendance Contest for Month of September, 1920

FIRST of all, the Chatterbox humbly apologizes to the 22d District. Last month, we made special mention that the 23d District had 7 clubs among the various high divisions, whereas the 22d District had 8 clubs among the "highbrows."

The report for this month is really remarkable. Only 23 clubs did not report and only 3 did not hold meetings. The percentage is back again to normal—68.13—and it looks as tho all of us are back on the job with a new supply of pep.

Two new 'uns in Division A—ten highest this month, Worcester and Wichita. The shock which always comes with fame must have been too much for Memphis and Spokane last month or else it must have required too much effort, for they have relinquished their places to Worcester and Wichita. We're wondering if we'll see these two entries next month.

Hard luck, Victoria, B. C. They're "out" after three months in succession in Division B—high ten. The Chatterbox also extends sympathy to Niagara Falls, which is also "out in the cold" after six months of fame.

There are several new arrivals in this Division this month, Everett, Calgary, Springfield (Ill.), Atlanta (Bert must be on their trail) and Roanoke.

Boulder, Colo., and North Battleford, Sask., are "sure" coming right along, the former having been in the high ten of Division C for eight consecutive months. Poor old Harrisburg (Ill.) can keep company with Victoria and Niagara Falls, having been pushed out after three consecutive months among Division C—ten high.

Perhaps the number of Clubs in the "Highs" and "Lows" by districts will be interesting:

	High	Low
District 2	1	4
District 3		3
District 4		1
District 5		2
District 6		1
District 7	3	
District 8	1	3—All Cuban
District 10		2
District 11	2	1
District 12	2	
District 16	3	
District 17	5	
District 18	5	3
District 19	2	
District 20	1	
District 21	3	
District 22	5	
District 23	7	

Let's see if we can't bring the percentage for all districts up to 70% for October, and have every club reporting. Come on, fellows, let's go, just to see if we can do it. Next month we're going to publish the standing of all clubs with 300 or more members.

—The Chatterbox.

## STANDING OF CLUBS IN ATTENDANCE CONTEST FOR MONTH OF SEPTEMBER, 1920

Division A—Clubs having more than 200 members.

Division B—Clubs having between 100 and 200 members.

Division C—Clubs having between 50 and 100 members.

Division D—Clubs having less than 50 members.

Only those clubs whose reports having come thru the District Governor's hands to the headquarters office by the 15th of the subsequent month are considered in the competition.

NOTE—Bold-face figures before names of clubs designate number of times in succession clubs have appeared in list.

Name of Club	Membership	Number of Meetings	Average Percentage
DIVISION A—Ten Highest			
22 Oakland, Calif.	225.5	4	86.36

## Buy a REMINGTON —It Lasts

THESE words are the *summing up* of Remington Typewriter supremacy.

Yes, it is true that the Remington leads in special time and labor saving features—the Self-Starter, the Key-Set Tabulator and the like.

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Most Rotarians Send Greetings at Christmas, the time above all when sentiment is most fitting. Greeting Cards are the happiest means of expressing good feeling and best wishes to your friends.

Williams Assorted Greetings save you the bother and the time to make selections. Each assortment contains 16 Beautiful Cards, steel die embossed in colors with envelopes. Regular value \$3. We offer them to readers of The Rotarian at special price of \$2.

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### Name of Club

	Membership	Number of Meetings	Average Percentage
7 Seattle, Wash. ....	288	5	80.51
3 Portland, Ore. ....	296.75	4	79.36
16 Tacoma, Wash. ....	224	5	76.07
3 San Antonio, Tex. ....	212	4	75.28
23 Indianapolis, Ind. ....	300	3	75.01
Worcester, Mass. ....	226	4	75.00
9 Los Angeles, Calif. ....	219	4	74.88
Wichita, Kans. ....	205.5	2	74.20
23 San Francisco, Calif. ....	294	4	72.03

### DIVISION A—Five Lowest

3 Philadelphia, Pa. ....	273.5	6	44.25
Itaca, N. Y. ....	220	2	43.18
11 Cleveland, Ohio ....	361	6	39.91
23 New York, N. Y. ....	460	5	37.40
Brooklyn, N. Y. ....	352	4	27.30

### DIVISION B—Ten Highest

Everett, Wash. ....	118	4	87.48
Calgary, Alta. ....	132.25	4	85.44
4 Waterloo, Iowa ....	149	3	85.03
9 Bellingham, Wash. ....	116	3	84.18
2 El Paso, Tex. ....	159	5	82.60
4 San Diego, Calif. ....	151.2	5	82.01
Springfield, Illinois ....	104	2	81.30
Atlanta, Ga. ....	186	2	80.90
24 Davenport, Ia. ....	158	3	80.76
Roanoke, Va. ....	106.5	2	80.75

### DIVISION B—Five Lowest

Waco, Texas ....	109	4	47.77
Providence, R. I. ....	136	3	43.13
Huntington, W. Va. ....	164	4	43.08
Youngstown, Ohio ....	150	5	40.01
3 Havana, Cuba ....	132	4	36.70

### DIVISION C—Ten Highest

Arkansas City, Kans. ....	50	2	96.98
3 Long Beach, Calif. ....	60	5	93.67
8 Boulder, Colo. ....	57.67	3	93.66
2 Marshall, Tex. ....	50	5	93.20
2 Grand Jctn., Colo. ....	51	4	91.71
2 Berkeley, Calif. ....	75.40	5	90.19
Hutchinson, Kans. ....	73	3	89.07
3 Dodge City, Kans. ....	52	1	88.46
4 Princeton, Ind. ....	50	3	86.60
Champaign, Ill. ....	84.5	4	85.21

### DIVISION C—Five Lowest

Haverhill, Mass. ....	81.75	4	48.92
8 Fitchburg, Mass. ....	77	4	48.70
New London, Conn. ....	98.40	5	48.37
Texarkana, Tex. ....	64	3	46.39
Logansport, Ind. ....	74.66	3	45.06

### DIVISION D—Ten Highest

5 No. Battleford, Sask. ....	29.25	4	99.15
3 Burley, Idaho ....	29	4	97.00
Greenville, N. C. ....	27	2	96.29
2 Clayton, N. Mex. ....	24	4	96.10
2 McAllen, Tex. ....	28.4	5	95.80
3 Longview, Tex. ....	43	4	95.33
Eldora, Ia. ....	40	2	95.00
McPherson, Kans. ....	39	2	94.87
4 Santa Ana, Calif. ....	33	4	93.18
Wilson, N. C. ....	49	2	91.80

### DIVISION D—Five Lowest

Brownwood, Tex. ....	44	2	54.50
Pittston, Pa. ....	28.25	4	53.98
Yonkers, N. Y. ....	29	5	44.00
Sg. La Grande, Cuba ....	27	4	37.00
Mantanzas, Cuba ....	45	2	31.10

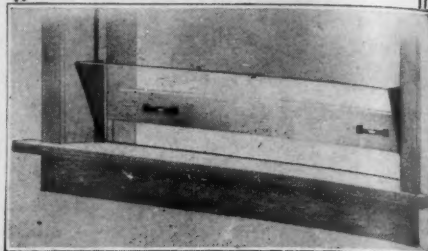
### SEPTEMBER ATTENDANCE REPORTS FROM DISTRICT GOVERNORS (In order of Percentages)

District	No. of Clubs in District	No. of Clubs Not Reporting	Average Membership of Clubs	Average Per Cent of Attendance of All Clubs in Districts	No. of Clubs Reporting Average Per Cent of Sixty or Above
19 John E. Davies....	14	..	73.13	82.26	14
23 Leslie S. Everts....	26	..	89.13	80.90	26
21 B. F. Scribner....	22	..	47.86	79.94	22
22 Chas. E. Cochran....	18	..	117.22	77.55	18
17 Everett W. Hill....	61	..	70.10	76.05	60
16 William Coppock....	52	..	85.94	75.13	50
13 Walter E. Pittsford....	45	..	64.81	71.46	40
11 C. W. Bailey....	15	..	101.00	71.17	14
18 H. J. Litcher Stark....	35	..	86.10	69.75	24
7 Lewis W. Perrin....	36	2	62.50	69.73	33
9 Ray W. Davis....	28	1	75.41	67.14	20
14 K. Kemp Toney....	30	..	65.10	69.05	24
12 E. C. Fisher....	43	4	63.47	65.98	37
15 James H. Kaye....	39	2	65.52	65.94	32
5 John F. Rudisill....	34	..	84.10	65.39	23
4 H. G. Stanton....	34	..	123.50	64.03	24
20 Ralph E. Bristol....	27	3	54.00	63.59	22
3 Chas. Lee Reynolds....	29	1	80.47	63.43	23
8 W. R. C. Smith....	46	6	58.40	61.72	36

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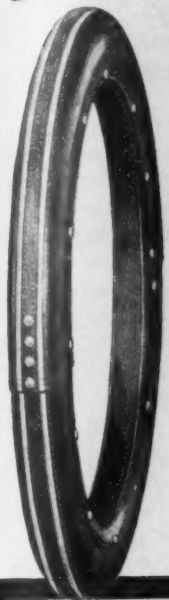
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1	Fred H. Sexton.....	6	..	60.24	56.19	4
2	Forrest J. Perkins..	33	2	71.61	55.15	20
6	Richard Aspinall....	27	2	79.58	54.91	16

Total number of districts reporting.....	23
Total number of districts not reporting.....	0
Total number of affiliating clubs (30 September, 1920) .....	767
Total number of clubs reporting.....	709
Total number of clubs not reporting.....	3
Total number of clubs reporting no meetings held .....	3
Total number of clubs at large and in the British Isles (no report required).....	35
Total number of clubs reporting average per cent of 60 or above.....	602
Average per cent of districts in U. S., Canada and Cuba.....	68.13

### Use Your Head

A WOODPECKER pecks  
Out a great many specks  
Of sawdust  
When building a hut;  
He works like a nigger  
To make the hole bigger,  
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His cutter won't cut.  
He don't bother with plans  
Of cheap artisans,  
But there's one thing  
Can rightly be said;  
The whole excavation  
Has this explanation  
He builds it

By

Using

His

Head.

—By Harlem Davis.

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(Concluded)

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JENNINGS, LOUISIANA, CLUB No. 737.

Special Representative, District Governor Benjamin C. Brown, acting personally; president, J. O. Modisettes; secretary, Eddie S. Goodreau.

ELDORA, IOWA, CLUB No. 738.

Special Representative, C. C. St. Clair of Marshalltown; president, William L. Kuser; secretary, Sherman W. Needham.

FARIBAULT, MINNESOTA, CLUB No. 739.

Special Representative, E. Bird Johnson of Minneapolis; president, F. W. McKellip; secretary, W. R. Pearce.

ROSWELL, NEW MEXICO, CLUB No. 740.

Special Representative, E. J. ("Lefty") Carson, of Raton; president, Clark Dilley; secretary, Carl M. Einhart.

PEKIN, ILLINOIS, CLUB No. 741.

Special Representative, Willard R. Seebree of Canton; president, L. C. Moschel; secretary, Phil. H. Sipfle.

EL DORADO, KANSAS, CLUB No. 742.

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## Lost French Art Treasures

ONE of the most interesting items in the latest inventory of the losses of France thru the war is that which tells of the extent of the damage to her art treasures and historic monuments. The official estimate of this loss, which has been obtained by the Paris information service of the Bankers Trust Company, is placed at over \$125,000,000.

This figure, which has been recently calculated for the information of French minister delegates to forthcoming international conferences, has been arrived at after an exhaustive examination of the ruins of historic monuments, statues, churches, museums and their contents. The irreplaceable nature of these losses is indicated by the sum of 600 million francs, which is set against "moral injury."

"This sum of 600 millions," explains the official text, "is an approximation of the loss the French people have sustained by having lost forever works of peculiar value because of their beauty and historic associations."

In order that a fair statement of values might be made, the art commission sets forth the losses in terms of both pre-war and post-war currency, as follows:

	1914 Value Francs	1920 Value Francs
Historic build- ings (750 in all) .....	300,000,000	1,200,000,000
Historic monu- ments .....	25,000,000	50,000,000
Museums .....	15,000,000	30,000,000
Moral injury...	300,000,000	600,000,000

Total ..... 640,000,000 1,880,000,000

The 640,000,000 francs of losses, on the basis of pre-war values, are equal at normal exchange, which then prevailed, to about \$128,000,000.

An estimate of the loss in stolen or damaged jewelry and precious stones is placed at 1,119,000,000 francs, present values.

The loss in personal property and objects of art owned by private individuals has been placed at 4,500,000,000 gold marks.

## American Ships

IT WAS not unusual in early days to reckon the wealth of American states by the number of seagoing ships they owned, just as today the number of automobiles owned in proportion to a state's population is accepted as an indication of prosperity.

Thus in the year 1770, Massachusetts was reputed to have owned one seagoing ship for every 100 inhabitants. At that period one-third of the vessels flying the British flag were American built. By 1800, the United States with a population of 5,300,000 possessed a merchant marine of

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This high ratio of tonnage to population was practically maintained up to the period of the Civil War when, with more than 5,000,000 tons of merchant shipping, the United States was the world's second maritime nation. In 1861 America had 2,496,894 tons of shipping engaged in the foreign trade alone, compared to Great Britain's 3,179,683 tons.

These figures indicate that the present

position of the United States as a close second in world maritime standing is not new to history. It is merely a revival of America's old time shipping prestige.

In June, 1914, the United States possessed only 2,027,000 tons of seagoing ships. Five years later, in June, 1919, the American tonnage of seagoing vessels was 9,743,000. During these five years the world's output of ships was over 14,000,000 tons and the United States alone produced more than half of that tonnage.

## The Panama Canal

THE increased value of the Panama Canal as an American waterway is illustrated by statistics in *A Study of America's Merchant Marine* by the Bankers Trust Company of New York.

When the canal was opened to shipping in 1914, the United States possessed 2,027,000 tons of seagoing vessels. America's spurt in shipbuilding during the war more than quadrupled her seagoing tonnage. The importance of the waterway to a country having almost 10,000,000 tons of ocean-going ships is indicated by the distance saved in voyages. It cut the voyage between New York and San Francisco about 8,000 miles and these ports are only two of 41 important American ports on the Pacific, Gulf and Atlantic sides of the canal.

The canal, for example, reduced the

water-route from Callao, Peru, to New York from 9,769 miles to 3,779 miles. It brought Manila more than 5,000 miles nearer New York, and eliminated some 3,700 miles from the Australian-New York route. In the fiscal year 1919, 2,025 merchant ships past thru the canal, 1,165 of them coming from the Pacific to the Atlantic.

The strategic worth of the waterway is indicated by the passage thru the canal of 186 vessels of the American Navy during the same period.

The canal cost about \$378,000,000, which was considered a stupendous outlay at the time of its construction; but that amount is little more than one-tenth of the expenditure which the United States subsequently authorized for the expansion of its merchant marine.

## Bank of Deposit in Canada

IN ORDER to obviate so far as is possible the loss of money that comes from the fluctuations in international exchange, the I. A. of R. C. has opened a secondary deposit and checking account with the Fort William (Ont.) branch of the Canadian Bank of Commerce, the manager of which is George E. Ewing, member of the Rotary Club of Fort William and Port Arthur.

All remittances from Canadian clubs should continue to be sent direct to the Secretary-General's office in Chicago. The Secretary-General will make deposits in the Bank at Fort William in the same manner he makes deposits in the Bank at Chicago. Checks for items payable in Canada will be drawn by the Secretary-General on the Fort William Bank.

## An Essay on Water

By Pat Murphy

WATER is composed of two gases. When these two gases get together, they become wet. This often happens among men in dry territories. Water is found in many places and has many uses. It is found principally in oceans, lakes, rivers, milk, on the knees, and the brain. Noah was the first prohibitionist. He lived for forty days and forty nights on water. The strain was too much for him, however, and as soon as he got out of the Ark he beat it for fermented grape juice. Water falls upon us in the form of rain, snow, hail and water taxes. It springs out of the ground at the slightest provocation and many places in the world have hot and cold water without having to pay any janitor for neglecting the boiler and the furnace. A large percentage of the human body is water and this percentage is rapidly increasing, since the advent of prohibition

last year. Water is used to float ships, run milk factories, to make ice from, and some people use it to bathe in. This latter practice, however, is not recommended. The following is one man's idea of water:

Water is a wonderful blessing,

Good for washing necks and ears,  
Just the thing for lakes and rivers,

Indispensable for concrete piers,

Nice to park beneath the bridges,

Swell for making rain and ink.

Water is a wonderful blessing,

But it makes a h— of a drink.

Merry One—"Cheer up, old man! Why don't you drown your sorrow?"

Sad One—"She's bigger than I am, and besides, it would be murder."—*London Tid-Bits*.



I am glad to report that all the talk about the uncertainty of business which all of us have heard for the past few months does not apply to my business, and this, in spite of the fact that people could get along without buying the Specialties I sell if they were forced to economize. People do not have to eat, unless they want to,

SALTO-NUTS (Mixed) at \$2.25 the lb.  
ITALIAN CHOCOLATES at \$1.50 the lb.  
SUPREME CHOCOLATES at \$2.00 the lb.  
NUTTED CHOCOLATES at \$2.50 the lb.

My business has never been as good as it has been all through this period of pessimism, which proves that a business built on service and the quality of the articles sold is sure to go ahead under any and all circumstances, real or imaginary. I admit that I am an optimist, and I think I have a right to be because people all over the world are steady customers and believe that the trade-mark I adopted over 17 years ago stands for Specialties that are 100 per cent dependable.



All the boxes mailed to different countries of the world have the above trade-mark stamped on them. Result: more customers, and for two reasons—a pleasing trade mark which appeals alike to young and old, and highest quality of goods that is always maintained.

"Hatch, He Pays the Parcel Post."

Mail orders filled promptly. Send for booklet.

Four Stores in New York City:  
Herald Square, 6th Ave. near 35th St.  
Broadway, west side, near 45th St.  
Broadway, west side, near 52d St.  
Broadway, west side, near 99th St.

Rotarily yours,

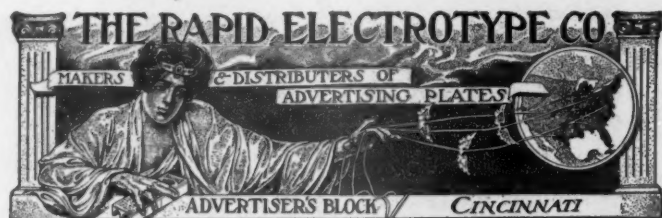
R. L. HATCH.



**Exclusive  
Havana Cigar  
MADE IN BOND  
U. S. GUARANTEE**

— READ THE WHITE STAMP ON EACH BOX —

**"CUESTA-REY"**  
TAMPA — SINCE 1894 — HAVANA



W. H. Kaufmann, President and Treasurer, Rotarian

#### WE PUT THE FACT IN SATISFACTION



For Shippers of Household Goods, Automobiles, and Machinery and General Commodities for Export. Freight rates have gone up—sure, they have—but they go down when you use our Forwarding Service.

*Make Us Prove That To You*

#### TRANS-CONTINENTAL FREIGHT COMPANY

General Offices, Chicago, 203 Dearborn Street  
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Buffalo, Ellicott Square Los Angeles, Van Nuys Bldg.  
Philadelphia, Drexel Bldg. San Francisco, Monadnock Bldg.  
Cincinnati, Union Trust Bldg. Seattle, Alaska Bldg.  
*Write the Nearest Office*



#### "The Famous Hofbrau"

Broadway and Thirtieth Street  
NEW YORK

**Quaintest Place in America  
A WONDERFUL RESTAURANT**

AUGUST JANSSEN, Rotarian

Branch at New Haven, Conn.



#### Rotary Emblems for Office or Window Displays

! 6½ inches diameter Metal Wheels, enameled on a dark Oak Shield

A. To hang, \$6.00. B. To stand, \$6.50

F. O. B. NEWARK

EUGENE LEFEVRE, 880 Broad St., NEWARK, N. J.

All kinds of Coats of Arms carved to order



#### TO KNOW WHEN—YOU NEED A KASTEN TIME STAMP

Get a Kasten Time Stamp and record exactly the minute letters, orders or other matters come in and go out.

Kasten's Time Stamps are economical, built for long service, and they work quickly, smoothly and accurately.

Send for catalogue showing styles and giving prices.

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#### Waxed Typewriter Ribbons

Are superior and distinctive; wear longer, will not fill the type or dry out. You save by buying direct. Price, 3 for \$3.00; 12 for \$7, prepaid. Guaranteed to please or money back. Send \$1.00 STAMPS for full length sample ribbon and booklet—"Better Typewriter Results." State name and model number of your typewriter. Address Dept. 6, THE RIBBON WORKS, Galveston, Texas.

#### Book Service for Business Men

Write today for list of books of current interest on business and professional subjects. Wesley Mills Company, 500 Fifth Ave. Dept. 4. New York

## The Old Lady of Threadneedle Street

DISPATCHES from London indicate that that famous old Bastille of finance—the massive pile which houses the Bank of England—may be replaced by a modern banking structure. Other "reforms," too, may dispense with some of the ancient usages of that ultra-conservative institution which to this day clothes its messengers in salmon-colored, swallow-tailed coats, flaming scarlet waistcoats, black trousers and high silk hats.

The porter in crimson and gold lace still keeps watch in the entrance way. Thirty-six soldiers stand guard every night and have done so since 1870. This picturesqueness may always remain: but some administrative changes to meet changed business conditions since the Armistice appear probable. However, there is no thought of amending the purpose for which the Bank of England was established, namely, to serve the British Government and the British people. This was made plain at a recent shareholders' meeting.

#### Present Opportunities

THE question was raised whether it was fair to the stockholders not to have the Bank take advantage of present opportunities to increase its earnings and pay larger dividends, particularly in view of the handsome profits returned by other British banks. The Governor responded that public service was the first aim of the Bank of England. There was applause—and no further inquiry about increased dividends. Since 1834 the Bank has regularly carried over \$50,000,000 of the British national debt—carried it at 2½ per cent interest since 1892. By a credit system, it assisted the Government with advances of more than a billion dollars during the war. The Bank of England does not acquire its standing because of its resources. Even its large capital and surplus of some £17,800,000 (about \$89,000,000) are exceeded or closely approached by those of several of the London joint stock banks, and far surpassed by those of the American Federal Reserve banks. The Bank's great influence is due to its possessing practically the sole right of note issue in England, to its authority in management of public debt, to the acquisition of the Government's deposit accounts, freedom from taxation and other privileges granted in return for its service to the State.

#### A Private Bank Nonetheless

DESPITE all this authority the ownership and control of the Bank remain solely in the hands of its private proprietors. The State has no proprietary interest in the capital of the Bank and no voice in its management. This private ownership dates from the organization of the Bank in 1694. A Board of Directors, self-



electing, including a Governor and Deputy Governor, manage the Bank. The Deputy Governor always becomes the Governor and usually the oldest director who has not been in office succeeds as Deputy Governor. It takes about 20 years from the time a man is first elected a director until he arrives, as it is called, "at the chair." The Bank has its own provident society to promote life insurance among its large staff and payment of annuities to their families. It has a well appointed library and reading room, retains its own Medical Officer for the benefit of employees, and the staff is managed on a civil service basis. Young men entering the employ of the Bank frequently spend their lives in its service.

## Greed

OUT of the great maelstrom of war, with its maimed and blinded humanity, its wrecked homes and devastated farm lands, there has come a vile, ill-smelling by-product. More insidious than poison gas, it has eaten its way into the hearts and brains of the civilized world, and until this evil thing is neutralized by the milk of human kindness, we may look for continued unrest.

Today we are all under the influence of this shameful by-product. The spirit of Greed is present in every transaction of our business life.

Self preservation is the great law of Nature, but Greed is Self-Preservation raised to the "Nth" power.

A life that is lived for money alone is of no use to the man who lives it and of less use to his fellowmen.

Money has always been spoken of as power. This is true, but this power is very limited, indeed.

Money, by its curious ability to inbreed, can produce more money, but the big things of life it has never bought and it never will.

Can a millionaire, merely by the number of dollars he possesses, produce any wonderful piece of sculpture or place on canvas a beautiful face or figure?

Can the man of millions ever leave to future generations any great and lasting thought?

Money has never bought true love or even friendship.

On the other hand, Greed is a mantle that man casts around himself to keep off his friends.

Like the mote and the beam, we can discern it readily in our fellow man, but are utterly at a loss to recognize it as our own characteristic.

If ever this poor old world needed the Rotary spirit, it is today.

—K. G. D.

Mrs. Cobb: "Was the grocer's boy impudent to you again when you telephoned your order this morning?"

Maid: "Yes, Mrs. Cobb, he was that; but I fixed him this time. I sez, 'Who the h—l do you think you're talkin' to? This is Mrs. Cobb at the phone talking.'"



FRED VAN AMBURGH  
ROTARIAN  
(New York Rotary Club)

The Author. Also Editor of *The Silent Partner: More Than a Magazine—An Institution of Inspiration, Practical Encouragement and Service.*

President J. Knoepfel says: "Through the lines of the book *Just Common Sense* there runs the philosophy of Rotary \* \* \* the keynote of the book is pointing out the difficulties of our lives, and then suggesting the optimistic solution \* \* \* it is an important contribution to the writings of the present day."

Past District Governor Thos. C. Sheehan says: "*Just Common Sense* is an uncommon book in many respects."

Past President Wm. Gettinger says: "*Just Common Sense* would have made my climb in the business world easier, had such a book been placed in my hands when I was a boy."

Rotarian Fred Block (Boys' Work) says: "*Just Common Sense* is one of the finest pieces of literature I have ever read."

Equally interesting endorsements of the other three books.

NOTE—A sample copy of *The Silent Partner* will be sent free to any reader of *The Rotarian*.

# LISTEN FELLOW ROTARIANS

to this "entres nous" (between ourselves) offer:  
YOU BOYS MAY HAVE ANY NUMBER OF THESE

Four(4)  
Books

--at--

33 1/3%  
Off

This is service



*Imprimis.* Long years of close association with printers and binders have led me to look at a book from two strongly contrasted viewpoints, and I take as much pleasure in handling a well-made book as I do in the reading thereof, just as I can enjoy a good play and at the same time pass criticism on the stage management. Your books give me double pleasure."  
—C. W. Curtis, Sill Stove Works.

Check below items wanted and style of binding

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| <input type="checkbox"/> SILENT PARTNER MAGAZINE.....      | \$1.50 a Year....  |
| <input type="checkbox"/> JUST COMMON SENSE {In cloth.....  | \$2.00....         |
|  | {Limp leather..... |
| <input type="checkbox"/> THE SILENT PARTNER {In cloth..... | \$2.00....         |
| SCRAP BOOK.....  | {Limp leather..... |
| <input type="checkbox"/> BY THE SIDE OF THE {In cloth..... | \$2.00....         |
| ROAD.....  | {Limp leather..... |
| <input type="checkbox"/> THE BUCK UP BOOK. {In cloth.....  | \$2.00....         |
|  | {Limp leather..... |

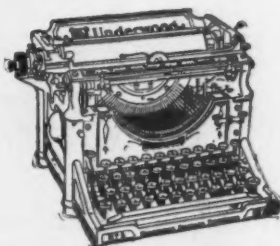
THE SILENT PARTNER CO.,  
200 Fifth Avenue, New York City.

Enclosed find \$..... Send me the books checked above. If I am not satisfied with them, I can return them in five days and get my money back.

Name .....R

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## Why Buy a Typewriter Because Someone Says It Is



"JUST AS GOOD" as the  
UNDERWOOD

Buy the Machine which is the  
Standard of Quality

SPEED—ACCURACY—DURABILITY

### International Adjustment Bureau

Collects, Reports and Remits  
No Collection, No Charge  
WILLIAM R. MILLER, Manager  
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Send your collections to us

### For Rotarian Collection Service

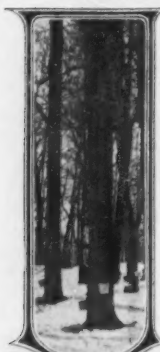
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## Maple Grove Candies

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Made from pure maple sugar, fresh cream and nuts.

Unique and attractive

MAPLE GROVE CREAM

An icing for cakes, a spread for sandwiches, waffles and puddings.

FINEST GRADE MAPLE SUGAR AND SYRUP for household use.

Maple Grove Service means the best maple in the best form.

Send post-card with address and receive circulars and price-lists.

Get-acquainted box of Maple Candies \$1.60

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Investment Securities

Robert Treat Hotel Newark, N. J.

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**Hotel Phoenix**

JOHN G. CRAMER, Sec., Rotarian  
Rotary Club Headquarters  
Luncheon Thursdays, 12:30  
Visiting Rotarians Welcome

**LABELS, PRINTED CARTONS**

The Kehm-Fietsch & Miller Co.

430 WEST ERIE STREET, CHICAGO

EARL R. BENEDICT, Rotarian

**OFFICIAL ROTARY FLAGS**  
OUR SPECIALTY

U. S. Flags—All Sizes—Qualities and Prices. Badges and Banners.

Send for catalog.

GEO. LAUTERER CO.

222 W. Madison St., Chicago, U. S. A.



Rotary Luncheons held at the ALAMAC every Tuesday  
Rotarian H. Lutz, Mgr.

Established 1882

**First Mortgage Loans for Sale**

SMITH & PERKINS

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Bolton Smith, Rotarian.

# YOUR BUSINESS

needs letters, booklets, folders that breathe sincerity, arouse conviction, induce quick action. ARTHUR A. CROSBY writes them. Seven A East 54th St., New York

Glove Fashion says: For street occasions Men wear **Hays Buckskin Gloves**

Houston, Texas

**Hotel Rice**

B. B. MORTON, Manager, Rotarian

Rotary Club Luncheons held here Thursdays, 12:15  
Visiting Rotarians Welcome

LITTLE ROCK, ARKANSAS

**HOTEL MARION**

Rates \$1.50 and up Absolutely Fireproof  
Rotary Club Headquarters. Luncheon Thursdays, 12:30  
Visiting Rotarians Welcome O. W. EVERETT, Manager

Joliet, Ill.

**Woodruff Inn**

ROBERT F. McROBERTS, Mgr., Rotarian

Visiting Rotarians Always Welcome

Salt Lake City, Utah

**Hotel Utah**

GEO. O. RELF, Gen. Mgr., Rotarian

Rotary Club Luncheons held here Tuesdays, 12:15. Visiting Rotarians Welcome

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**The New Willard**

Headquarters Washington Rotary Club

FRANK S. HIGHT, President, Rotarian

Visiting Rotarians Welcome



We're ever glad to estimate on and to produce Fine Book and Catalogue Printing.

**THE TORCH PRESS**

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**TROTTER DETECTIVE BUREAU**

(Incorporated)  
(Licensed and Bonded)

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CIVIL-CRIMINAL-INDUSTRIAL INVESTIGATIONS

827 Andrus Building, Minneapolis, Minn.

Chas. F. Trotter, Rotarian

## Advertising Is a Tonic to Sick Business

## The Lonely Suburbs

HE was going home and it was growing dark. His road from the station was a lonely one and he was getting along as fast as he could when he suddenly suspected that a man behind was following him purposely. The faster he went the faster the man followed, until they came to a cemetery.

"Now," he said to himself, "I'll find out if he's after me," and he entered the cemetery. The man followed him. He circled a grave and his pursuer jogged after him. He ducked around a family vault. Still the man was after him. At last he turned and faced the fellow.

"What do you want? What are you following me for?"

"Well, sir, it's like this: I'm going up to Mr. Brown's house with a parcel and the station agent told me if I followed you I should find the place, as you live next door. Do you always go home like this?"

## A Correction

IN fairness to an advertiser we want to call attention to an error which occurred in the full page advertisement of the Chamber of Commerce of the Tonawandas which appeared on Page 187 of our October issue, and which should have carried the address "Tonawanda, N. Y., and North Tonawanda, N. Y."

## Some Brick-Bat!

"HE was pincht." This abortion, "pincht," occurs in THE ROTARIAN for September, on page 144. It is meant for the word pinched, which is in common use by all the English speaking world except the editor of the Literary Hodge Podge, who owns the publication, and the editor of THE ROTARIAN, who is a hired man, but who persists in inflicting this silly "simplified" spelling upon his employers. The force of egotism and invisible self admiration can not further go.

—L. A. Pradt.

"ON parents' knees, a naked new-born child,  
Weeping thou sat'st, while all around thee smiled.  
So live, that sinking to thy life's last sleep,  
Calm, thou mayest smile, whil'st all around thee weep."

—Sir William Jones.

## Excerpts from Audit Bureau of Circulations Auditor's Report

Name of Publication, THE ROTARIAN.  
Town, CHICAGO; State, ILLINOIS.

For the twelve months' period ending June 30, 1920.  
Mail Subscribers (Individual).....46,784  
Net sales thru Newsdealers.....None  
TOTAL NET PAID.....46,784  
Total Unpaid.....519  
TOTAL AVERAGE DISTRIBUTION.....47,303

A complete audit analysis of the Publisher's Statement, including all essential facts pertaining to the above circulation, will be made in due course by the Audit Bureau of Circulation, and, when made, copies may be had on application to the office of the above publication.



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